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THE CHEMIST AND DRUGGIST

FEBRUARY 25, 1933

The

CHEMIST AND DRUGGIST

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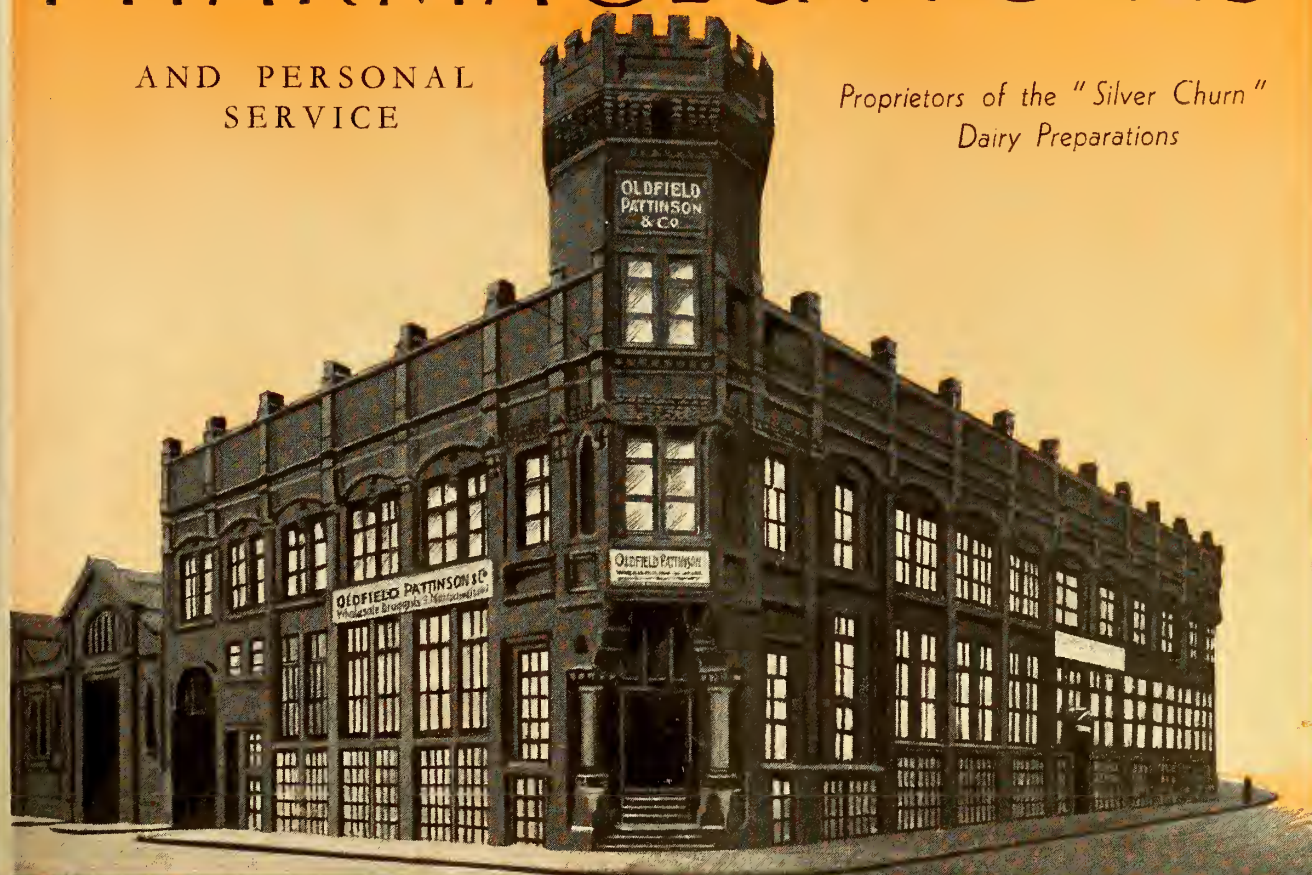
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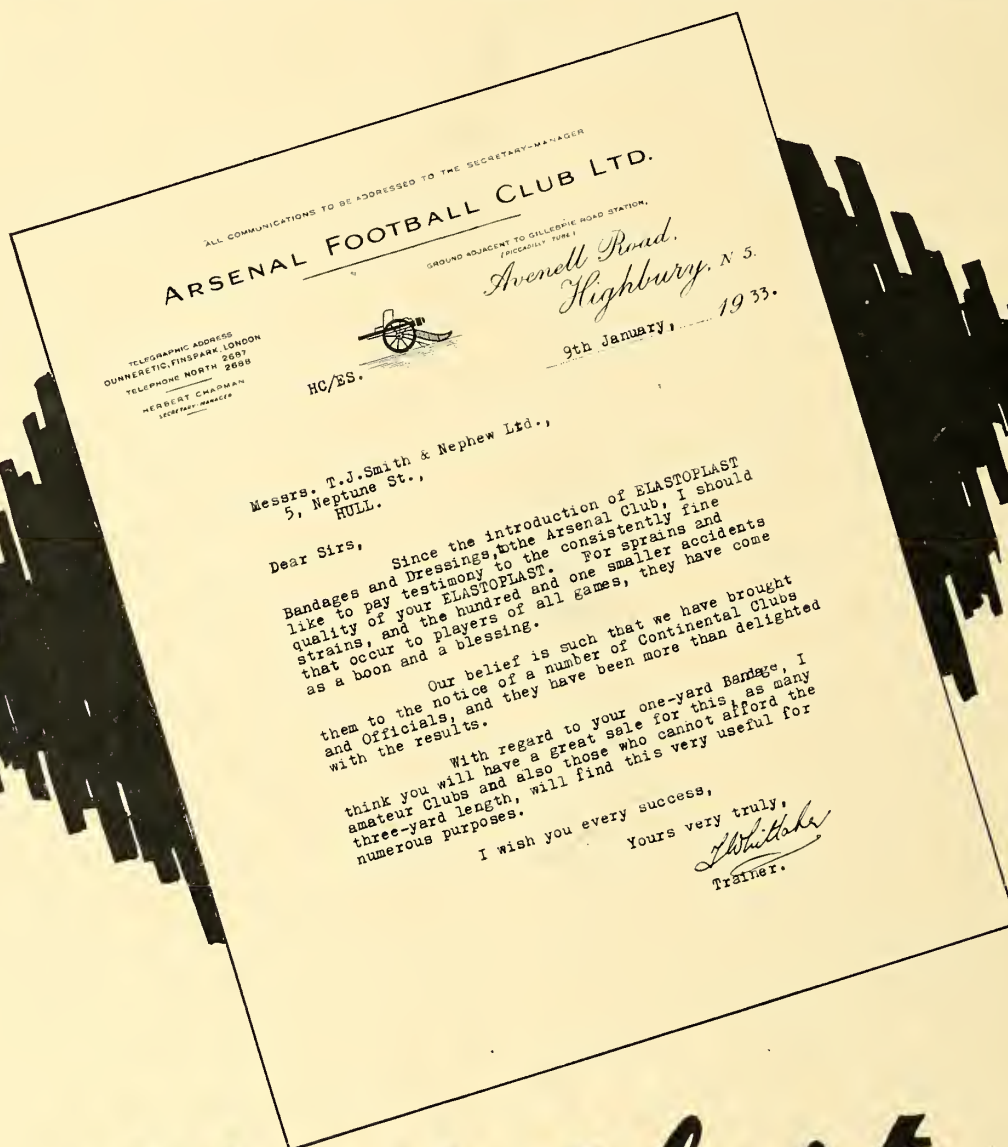
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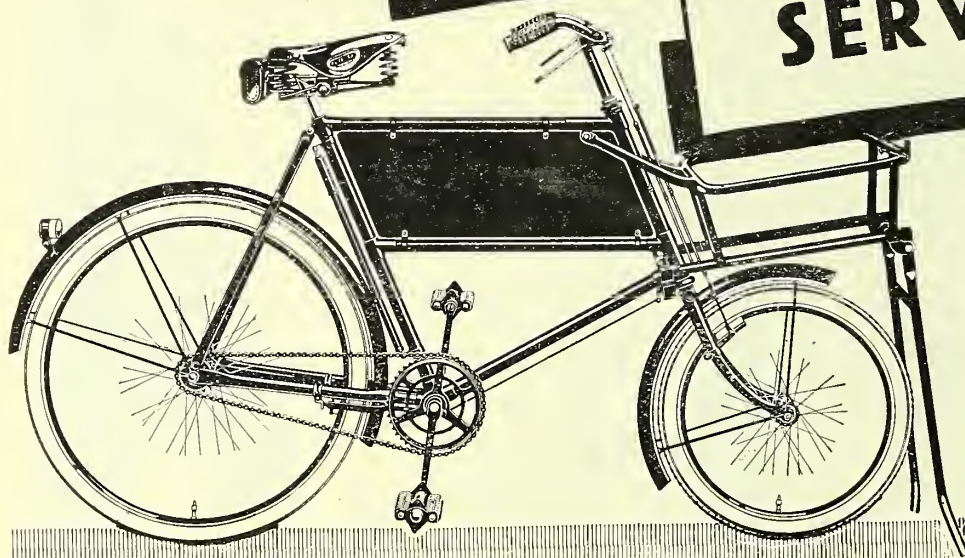
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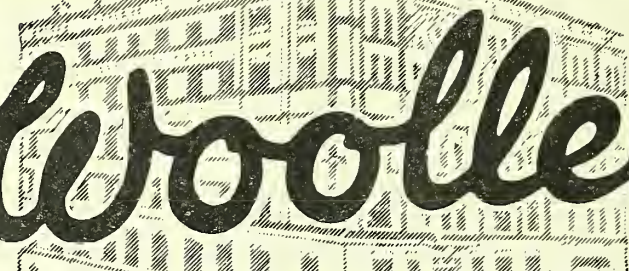
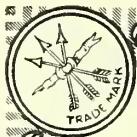
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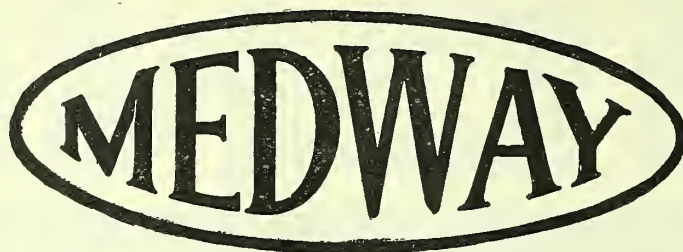
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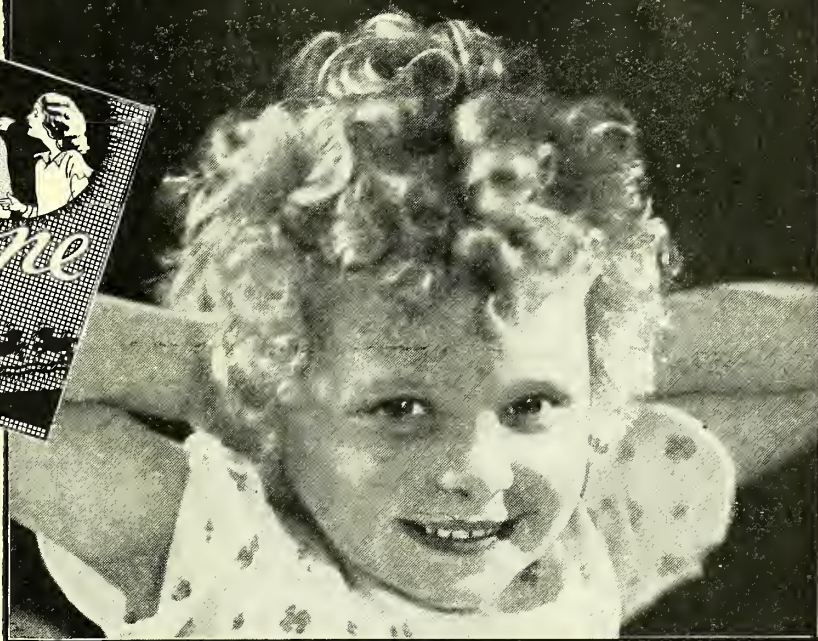
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Write to us on your own Trade letter heading and we shall be pleased to send you a sample packet of Camilatone Children's Shampoo together with Trade Terms.

Camilatone
CHILDREN'S *Beauty* SHAMPOO 4^p

CAMILATONE LTD., 59, OAK GROVE, CRICKLEWOOD, LONDON, N.W.2

Established 1900



EUCRYL DENTIFRICES

EUCRYL TOOTH POWDER
EUCRYL TOOTH PASTE
EUCRYL DENTURE POWDER

Bought on Display Terms Yield:

PROFIT ON
SELLING PRICE **43%**

PROFIT ON
BUYING PRICE **75%**

Nationally Advertised - Ask us for Showcards

**BRITISH OWNED
BRITISH MADE**

EUCRYL LIMITED

Manufacturing Chemists - Southampton.

SELL AT
1/-
EACH

TIM

**A
BRITISH BLADE / 4'9**
at a competitive price! PER GROSS

... that is meeting with great public favour. The Finest Steel, scientifically Hand-Honed. Send for sample to-day!

Dept. C.D., S. KALISKY (Aldgate) Ltd.

146 THEOBALD'S ROAD,
LONDON, W.C.1,
and at 16 WITTHY GROVE,
MANCHESTER.



LIMITED PERIOD ONLY

Free

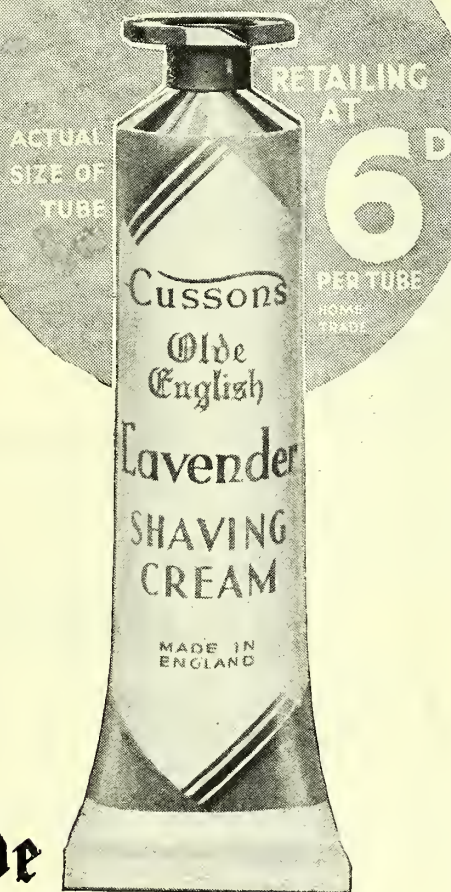
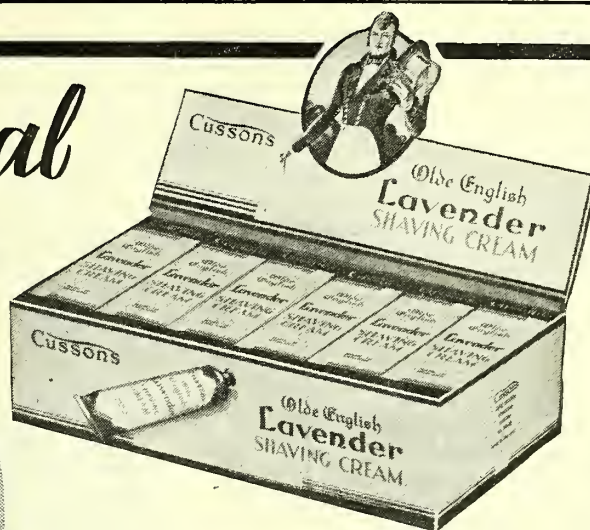
SWAN DOWN
FACE POWDER
Truly Famous!

Dainty
**VELOUR
PUFF**
WITH EVERY 1/- BOX

Obtainable from your usual Wholesaler.

HENRY TETLOW Co., Ltd., 61 EAGLE ST., LONDON, W.C.1

*Meeting a real
need of to-day*



In these stringent times price is an important factor in the sale of Shaving Cream and this notable addition to Cussons' Lavender Series—a new and highly concentrated Shaving Cream—is made particularly to meet the demands of to-day. It permits you to offer splendid value at a truly attractive price. It will bring custom from recommendation also.

Olde

English Lavender

SHAVING CREAM

"One of the
Lavender Series."

Packed in 12's in an eye-impelling, dignified outer, Cussons' Lavender Shaving Cream deserves a prominent position—to ensure a steady and ever-increasing sale.

Cussons KERSAL VALE, MANCHESTER

WATERSPRITE KNITTED FACE CLOTHS

EACH IN CELLOPHANE WRAPPER
PACKED IN NEW COLOURED
DISPLAY CARTON

We are showing
a comprehensive
range of our
manufactures at

OLYMPIA

B.I.F.

**STAND H19
(First Floor),**

and extend a
cordial
invitation to you
to visit our
Stand.

You will be
interested.

FULL DETAILS IN OUR
NEW ILLUSTRATED
PRICE LIST.



EXTRA COST
IN THIS NEW PACK
PER 6d. DOZEN.

SOLPORT

BROTHERS LIMITED

184-192 GOSWELL ROAD, LONDON, E.C.1

Supplies obtainable from all Wholesalers.

NUFIX

Quality Dressing for Men's Hair

Our National
Advertising is
sending buyers to the
shops where Nufix is
displayed. We supply
showcards, display
stands, leaflets, etc.,
and are always pleased
to co-operate in dis-
plays and demon-
strations.



Small size 9/- per doz.
(Retail at 1/3 each)
Large size 12/6 per doz.
(Retail at 1/9 each)

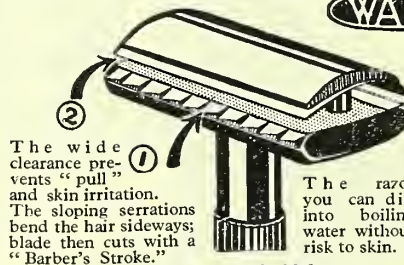
NUFIX—A Ready Selling Line

Of your Wholesaler, or from the Manufacturers:

WALDEN, WALDEN & CO.
15 Grape St., London, W.C.

The World's Most Marvellous Razor !

The **WARDONIA**



The wide
clearance pre-
vents "pull"
and skin irritation.
The sloping serrations
bend the hair sideways;
blade then cuts with a
"Barber's Stroke."

The razor
you can dip into
boiling
water without
risk to skin.

Sensational,
incomparable,
miraculous.
Works wonders
with the stiffest
beard. Generous
supply of sales-
creating display
showcards, cut-
outs, etc., FREE.
Order NOW—or
send for list and
trade terms.

Sole Makers :

Thomas Ward & Sons, Ltd., Wardonia Works, Sheffield, Eng.

*No need to buy
abroad !*

We can supply all your

MANICURE GOODS

At Prices which meet Foreign Competition

Wholesale Houses only supplied.

ROBERT LEE, 14 Calverley Grove,
Phone : Archway 2144. N.19





VALUE

Today's Buying Stimulant

The store that is holding its own today . . . that is building up standards and sales for tomorrow, is the one offering merchandise of recognized VALUE.

That's why on thriving counters throughout the country, you find the HARRIET HUBBARD AYER preparations.

Women have learned what VALUE in these preparations means . . . that quality stands for "the best" . . . that sincerity in claim means faithful performance . . . that economy in cost means the finest preparations available at moderate prices.

Thus, this year above all, the home-treatment preparations of HARRIET HUBBARD AYER mean sure sales. Widespread and dignified national advertising will, as usual, be attracting new users. And the VALUE of the preparations, known to old users, readily recognized by new ones, will sell and re-sell these preparations today and for days to come!

HARRIET HUBBARD AYER

Beauty Preparations

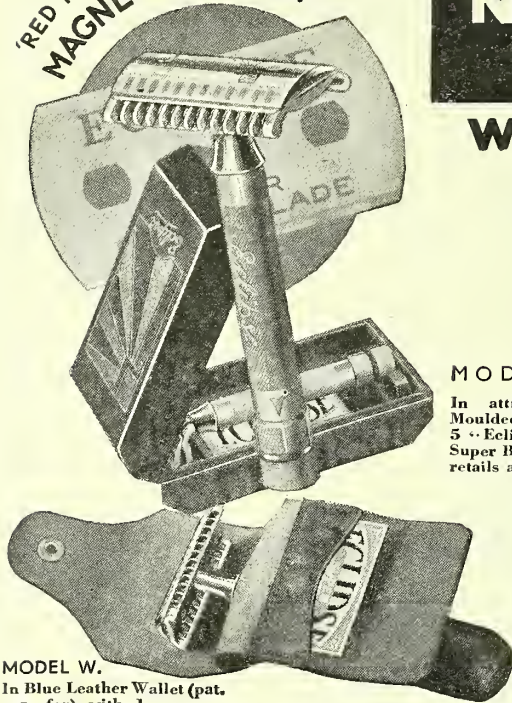
Ltd.

NEW YORK

130 REGENT STREET
LONDON, W.1

PARIS

'RED RING'
MAGNETIC PICK-UP



MODEL W.
In Blue Leather Wallet (pat.
app. for) with 1
"Eclipse" Super
Blade retails at **5/-**
B.I.F. STAND D. D. 37

MODEL B. B.
In attractive Blue
Moulded Case with
5 "Eclipse" Super
Blades retails at **7/6**

E 82

NO OTHER RAZOR LIKE THIS!

WITH *outstanding* SELLING FEATURES

- 1 Takes any type of Double-Edged wafer blade. (The solution of a vexing problem.)
- 2 Automatically centres every blade (both edges shave alike).
- 3 Provides adjustment to regulate Shaving Edge (for every type of beard).
- 4 Has a Magnet in the handle to pick up Razor Blades. (A powerful Selling Appeal.)

"Eclipse" RED RING
RAZOR

Manufactured by
the Makers of

ECLIPSE *Super* RAZOR BLADES

JAMES NEILL & CO. (Sheffield) LTD., SHEFFIELD, 11



BOTH-WAYS TOOTH BRUSH

ATTRACTIVE — EFFECTIVE —
DURABLE

ALL HARD BRISTLES UNLESS OTHERWISE ORDERED
KEEPS ITS STIFFNESS

Gent's 11/- Lady's 8/-
Bone Eyebrow Brushes 24/- per gross
Erinoid Eyelash and Eyebrow Sets
6/6 per dozen sets

BIDWELLS,
AXMINSTER BIDWELL BIDWELL & CO LIMITED.



TRADE MARK

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

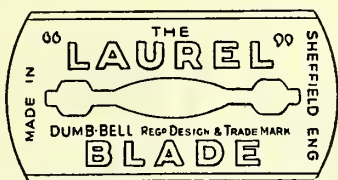
**BEST
BRITISH
BRUSHES**

Please write for full Particulars to:
75 FARRINGTON ROAD, E.C.1

Corks & Stoppers

All progressive
business
firms are
keen buyers.
Money saved in
buying is extra
capital. Nobody
to-day can afford to
buy other than in the best
market.

Mundet Cork Products Ltd.
12/18 Abbey street
TOWER BRIDGE ROAD London S.E.1
Telegr: Mundetcomp Berm London
Telephone: HOP 2043-4-5



Retails at 1½d. each
4 Blades for 6d.



Retails at 1½d. each
4 Blades for 6d.



Retails at 1½d. each
4 Blades for 6d.

'Laurel'

Safety Razors and Blades

WILL BE DISPLAYED AT THE
BRITISH INDUSTRIES FAIR
OLYMPIA—Feb. 20—March 3

Stand DD 46

COMPLETE
OUTFIT
RETAILS
AT
6^d.



GEO. H. LAWRENCE, LTD., Laurel Wks., Nursery St., SHEFFIELD

Established 20 years as Safety Razor Blade Manufacturers

8¹/₂ gross
125% PROFIT
3-HOLE TYPE
SELL AT 1/6 DOZ.

15¹/₂ gross
100% PROFIT
3-HOLE TYPE
SELL AT 2/6 DOZ.

5¹/₂ gross
120% PROFIT
3-HOLE TYPE
SELL AT 1/6 DOZ.

'OCEAN' BLADES

BRITISH-MADE AND BEST OF ALL.
Made from first quality steel by improved method guaranteeing super-keen edge. Over a hundred million sold to date. No better blade obtainable at any price.

'OCEAN UNIVERSAL'

The super-quality Blade which fits every kind of slot, stud or 3-peg razor holder.

'CONQUEROR' BLADES

Knock-out value in a PENNY Blade. Unquestionably the finest blade obtainable at the price. Best silver steel used.

Samples and attractive showcards free. Leading wholesalers stock all blades. For direct supplies send P.O. or Cheque to

OCEAN BLADES (Gt. Brit.), LTD.,
Sales Dept., 1-6 Bridgewater Place,
London, E.C.1. (Clerk. 6257)

Blades also made under customer's own name—state quantity.

STOCK SELEXA

IT SELLS!
IT SATISFIES!

RETAIL
2 for 3d.
1/6 dozen.
Trade Price.
10/6 gr.



This smart Showstand sent with every gross.
It will help your sales.

SELEXA BLADES ARE QUICK
SELLERS WHEREVER QUALITY
IS APPRECIATED—THEIR LONG
LIFE AND POPULAR PRICE
SPELLS ECONOMY.

A good reliable Blade which commands repeats and shows a handsome profit.

Obtainable from May Roberts & Co. Ltd., Brooks & Warburton Ltd., Barclay & Sons, Ltd., or from your usual Wholesalers.

Further Distributors wanted at home and abroad.

SELECTA MFG. CO., LTD.,
29 BARTHOLOMEW CLOSE, LONDON, E.C.1

Established 1880.

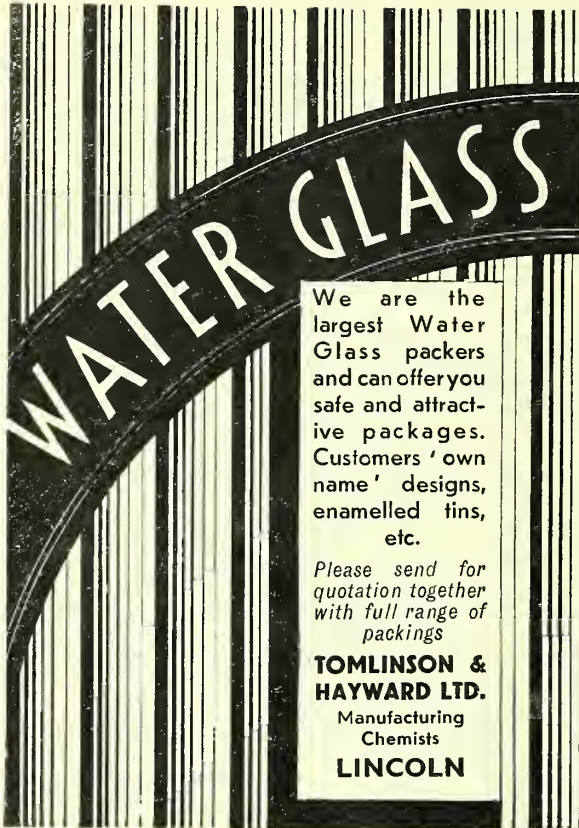
TILBURY "Fort" Dental Plate Brush



Made with Extra Stiff Bleached and Unbleached Bristles.

W. R. TILBURY & SON

47 FRAMPTON PARK ROAD, HACKNEY,
LONDON, ENGLAND



We are the largest Water Glass packers and can offer you safe and attractive packages. Customers' own name designs, enamelled tins, etc.

Please send for quotation together with full range of packings

TOMLINSON & HAYWARD LTD.
Manufacturing Chemists
LINCOLN

Why CATALINE[®] Pays to Stock

BECAUSE it enjoys the largest sale of any Cattle Medicine Preparation and is on the P.A.T.A.

BECAUSE it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

BECAUSE it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

BECAUSE we do not employ travellers to call on Farmers or solicit orders at cattle fairs or markets.

One size, retailed at face value, viz. : 3/9 per bott.

Cash with order terms.

1 doz. 36/-, 3 doz. at 35/6, 6 doz. at 35/-, 12 doz. at 34/6 per doz.
CARR. PAID. CASES FREE.

Stocked by most Wholesale Houses.

THE CATALINE CO., LTD., Bristol

HARVEY'S

Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
Edos, or Tasteless Purging Powder.

HARVEY'S

Great

Protected Prices
(P.A.T.A.)

Remedies for the Horse



HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin

Continuous and Steadily Advertised Goods FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

| | |
|---|---------------------|
| Retail Price (Protected) | Net Wholesale Price |
| Virus for Rats and Mice, single tube, 2/- | 15/- per doz. |
| 3 tubes, 5/- | |
| Virus for Mice only .. single tube, 1/6 | 9/- |
| 3 tubes, 3/- | |

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danyasz Virus in Liquid Form

| | |
|------------------------|-----------------|
| Retail Price | Wholesale Price |
| Quart Bottles 6/- each | 4/6 each |
| Pint " 4/6 " | 3/9 " |

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

| | |
|----------------------------|--|
| Discount off Retail Prices | 25% Monthly Account, or 33% cash with order. |
| Retail | Monthly A/c |
| 1/2 gall. tins .. 10/- | 7/6 |
| 1 " " .. 18/- | 13/6 |
| 5 " " .. 80/- | 60/- |
| | Cash with Order |
| | 6/8 |
| | 12/- |
| | 53/4 |

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

| | |
|---------------------------|--------------------------|
| Retail Prices (Protected) | Wholesale Prices per doz |
| In tins 3d. | In boxes of 2 doz. 2/1 |
| 1/2 | 1 " 3/8 |
| 1 | 1 " 7/3 |
| 2/6 | 1 " 18/- |

Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from

HALLER LABORATORIES, LTD.

325 Borough High Street, LONDON, S.E.1

Telegrams: " Virudana, Sedist, London."

Telephone: Hop 2711

FULL PRESSURE ADVERTISING

for BOB MARTIN'S CONDITION
POWDERS means

FULL PRESSURE SALES

for PHARMACISTS THIS YEAR

BETWEEN now and March more than 290 million advertisements for Bob Martin's Condition Powders will appear in the leading national daily and provincial papers and popular magazines. These advertisements have been actually booked. Equally heavy advertising will follow throughout the year. We promise you this.

The constant demand for Bob Martin's Condition Powders created will mean **steady sales** this year, steadily **increasing**. For remember, one person in every three passing your pharmacy is a dog owner. **One person in every three is a buyer of Bob Martin's Condition Powders from YOU if he knows that you sell them.**

Why not, therefore, take advantage of the facilities we offer for linking up your own Pharmacy with Bob Martin advertising?

With the present, as with every Bob Martin advertising campaign, attractive showcards, cut-outs and window displays have been designed to tie up with the advertising. The value of these displays has been proved times out of number by pharmacists all over the Kingdom.

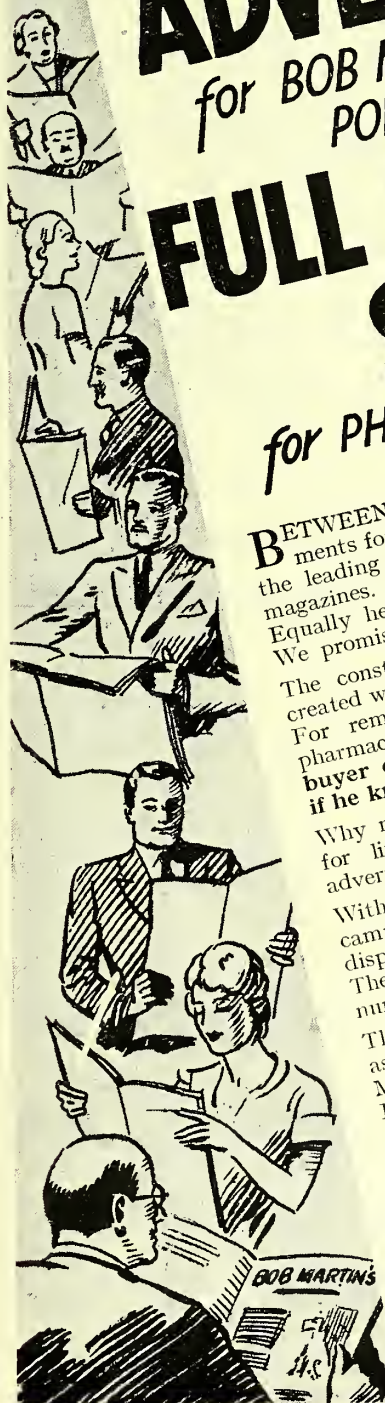
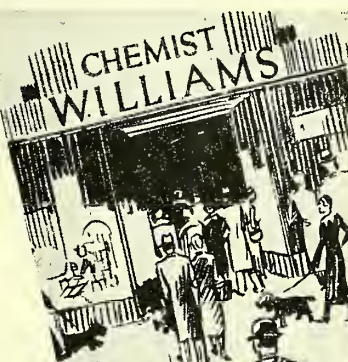
The display material available reaches the same high standard as always. Send for a supply now. Make a feature of a Bob Martin display in your window and convert the full pressure Bob Martin advertising into full pressure sales this year.

Send for Bob Martin Display Material Now

Special Bob Martin Displays linking up with current advertising are always available, and if you drop a postcard to Southport to-day you will receive the newest Display Material by return. In five minutes you can make a display which will **double your sales** of Bob Martin's preparations. If you would like to receive Display Material as soon as it is issued, please ask to be put on the **Bob Martin Display List**.

BOB MARTIN LTD., SOUTHPORT, ENG.

Dog Food and Medicine
Manufacturers since 1892



E

50th YEAR OF PUBLICATION

THE EXTRA PHARMACOPŒIA

VOL. I—20th EDITION—NOW READY

27/6 net—28/- post free throughout the world.

An up-to-date book of reference containing concise and easily-found information on the clinical use of modern chemicals and drugs—characters, dosage, methods of prescribing, etc. The Posological Index contains over 12,000 items.

A synopsis of the principal Changes and Additions in the new B.P. is incorporated.

Pharmaceutical Journal, Oct. 15th, 1932, says: "It is impossible to imagine, even in this time of financial stringency, any dispensary bookshelf being complete without it."

Descriptive leaflet on request.

P

LONDON: H. K. LEWIS & CO. LTD., 136 GOWER ST., W.C.1, also from W. MARTINDALE, 12 NEW CAVENDISH ST., W.1.

LONDON COLLEGE OF PHARMACY

(Founded by H. WOOTTON, B.Sc.) C. W. GOSLING, Ph.C.

Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

SPECIALISTS IN TRAINING PHARMACISTS

NEXT { 6 Months—Prelim. Scientific Course for Sept. } Commence on
 { 3 „ Revision P.S. and C. & D. for June } April 5

Preparatory Postal Courses available for Juniors and Apprentices before their college days.

Apply to the Secretary, **361 CLAPHAM ROAD, S.W.9**

Telephone: Brixton 2161

MANCHESTER TUTORIAL COLLEGE

327 OXFORD ROAD, MANCHESTER

J. E. GRIME, B.A., B.D. } Directors of Studies.
 V. J. SANSOM, B.Sc.

REVISION COURSES for PRELIMINARY SCIENTIFIC EXAM. start OCTOBER, JANUARY, APRIL & JULY.
 FULL COURSES for MATRIC. and PHARM. PRELIM.

THE PRESCRIBER

A Monthly Review of Medical Science
 Most useful to the progressive Pharmacist

FEBRUARY 1933—THE ANÆMIAS
The latest Developments. 2s. post free.

Through any Medical Bookseller, or direct from:—
 "THE PRESCRIBER" Offices, 13 Glencairn Crescent Edinburgh 12

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.)

Write for full particulars—

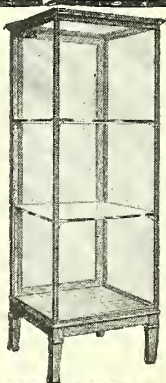
C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
 50 HIGH STREET, BARNET, LONDON, N.

Liverpool School of Pharmacy

Principal—H. HUMPHREYS JONES, F.I.C., Ph.C., F.C.S.

**Revision Courses for the
 July Examinations will
 commence early in April.**

Full particulars from—
PRINCIPAL, BLACKBURN PLACE



SPECIAL OFFER OF UPRIGHT SHOWCASES

No. C.D.F. 4422

Very useful upright Showcase
 5'9" high x 20" wide x 20" deep,
 Glazed 1/2" Drawn Plate Glass.
 Interior fitted 2 adjustable
 glass shelves.
 Oak or Mahogany frames.

£9.5.0 each

Send for our New Catalogue No. C.D. 1400
 of Showcases.

DUDLEY & COMPANY Ltd.
 451 Holloway Rd., London, N.7
 City Showrooms: 65/66 Finsbury Street, E.C.

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—
OSCAR SCRUTON & CO., YORK

PERFECT PRINTS OF INTELLIGENT IDEAS

HARRISON'SCHEMISTS' AND
ADVERTISING**PRINTERS**

We specialise in the manufacture of folding boxes. Printed gum labels of every description. Envelopes, Folders, Booklets, Advertising matter and Colour Printing.

Send us your next enquiry

ALF. HARRISON & SONS, LTD., BURLEY ROAD, LEEDS, 4

LONDON OFFICE : Sentinel House, Southampton Row, W.C.1

YOU MAY WANT TO

Buy a Business, Sell a Business, Secure an Agency, Engage an Assistant, Procure a Situation, or Sell Odd Lots of Chemists' Requisites

If so, you can do it quickly and satisfactorily by an advertisement in

THE CHEMIST & DRUGGIST SUPPLEMENT

This is the Tariff :

Businesses Wanted and for Disposal, Premises to Let, Goods for Sale, and Agencies : 6/- for 50 words; every additional 10 words or less, 6d.

SITUATIONS OPEN : 6/- for 40 words; every additional 10 words or less, 6d.

SITUATIONS WANTED : 2/- for 18 words; every additional 10 words or less, 6d.

Legal Notices, Tenders, Auctions, and all specially spaced announcements: 1/3 per nonpareil line (12 lines = 1 inch single column).

Miscellaneous (Wholesalers') Section, for odd and second-hand lots: 10/- for 60 words; 1/- for every additional 10 words or less.

EXCHANGE COLUMN (for Retailers, etc.) Twopence per word, minimum 2/-

BOX NUMBER.

In each case replies may be addressed to a registered number or nom-de-plume, c/o this office, at a charge of 1/- extra for each advertisement.

Address all communications to

THE PUBLISHER
THE CHEMIST & DRUGGIST
28 Essex Street, London, W.C.2

Telegrams:
"Chemicus, Estrand,
London" (2 words)

Telephone:
Central 6565
(8 lines)



"— use only "

Director: "What is the matter with our electric light these days? We seem to have less light and to pay more for current than ever before."

Manager: "I'm afraid we made the mistake of installing 'cheap' lamps at the beginning of the winter. They lose light very quickly and replacements have been unduly heavy. We shall not make the same mistake again, but in future will use only

MAZDA LAMPS



**WITH THE WONDERFUL
NON-SAG FILAMENT**

MADE IN ENGLAND FROM BRITISH MATERIALS.

3447

THE BRITISH THOMSON-HOUSTON COMPANY, LTD.

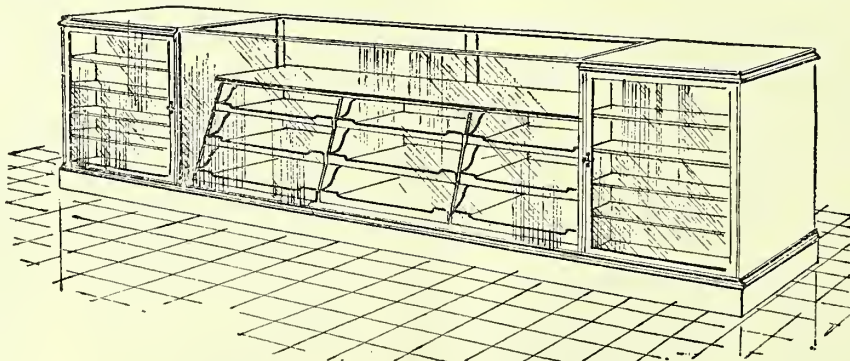
PHILIP JOSEPHS & SONS, LTD.

PHARMACEUTICAL SHOPFITTERS

90 & 92 St. John Street, Clerkenwell, LONDON, E.C.1

Telephone: CLERKENWELL 2191

Telegrams: JOSIPHIAH, SMITH, LONDON



THE IDEAL COUNTER

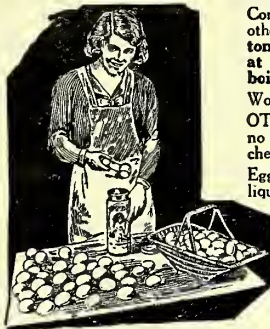
— DETAILED SPECIFICATION AND PRICES ON APPLICATION —

"PHARMACY FITTERS FOR OVER A CENTURY"

Housewives Everywhere are asking for

OTEG Egg Preservative

Thousands of Tins were sold last season!
ARE YOU STOCKING IN 1933?



Consider OTEG before stocking others. With Oteg your customers store eggs dry in a box at home for ten months for boiling and all purposes.

Wonderfully simple and efficient. OTEG seals every pore, and needs no preparation and no pails of chemicals, it is ready for use.

Eggs are simply DIPPED into thin liquid with the wire tongs provided; DRIED for half an hour; and then STORED.

A quart of Oteg seals over a thousand eggs.

It will pay you to stock this household necessity without delay.

SEALED TINS WITH DIPPER,
for 250 eggs, 2/8; 500, 4/9; 1,000, 7/9.

Cartons containing sealed tin, wire tongs, booklet. Generous Trade Terms. Easy Sales. Good Profit. Forceful Advertising.

Stocks sealed and good for two seasons.
Attractive advertising matter.

SOZOL (1924) LIMITED

20 COPTHALL AVENUE, LONDON, E.C.2

Stands at British Industries Fair and Ideal Home Exhibition, &c.

AYRTON-GRAHAM LTD.

Designers and actual manufacturers of

FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY
AND FINISH AT LOWEST RATES.

Competent Fitters sent to all parts.

24 BENSON ST., LIVERPOOL

MODERN PHARMACY FITTINGS

In SOLID OAK or MAHOGANY, at the following COMPETITIVE PRICES:—

8 ft. Drug Run, £17 6 ft. Dispensing Screen, £14

6 ft. Showcase Front Counter, £8 5 0

6 ft. All Glass Counter, £8 15 0, etc., etc.,

BECAUSE we are the ACTUAL MANUFACTURERS.

TESTIMONIALS received from SATISFIED CHEMISTS who have installed our fittings.

SEND NOW for our new Photographic List.

Your inspection invited at Works.

MYERS, Complete Pharmacy Fitters,
134a Kingsland Road, E.2. BISHOPSGATE 2524.

LET A
BETTS'
PRODUCT
IMPROVE
YOURS!

METAL
BOTTLE
CAPSULES

Any size. Any
colour and
stamping

COLLAPSIBLE
TUBES

plain or
coloured

PERFUMERY
SPRINKLER
CORKS

TIN AND
LEAD FOILS

Our quality and
service are unsur-
passed in the trade
—test us with your
inquiries

New Zealand Representatives
NEIL CROPPER & Co., Ltd.
Post Box 74, Dilworth Bldg.
Auckland, New Zealand

ALL
BRITISH
MADE

BETTS & Co.,

LIMITED

1 WHARF ROAD

CITY ROAD LONDON N.1.

AZYMA
CACHETS
 FRENCH, MORSTADT,
 and the new DRY CLOSING
 Special quotations for quantities and for printing
 Write for Samples to:
CICERO S. CLARK, Sole Agent
 12 RICHMOND ROAD, W.2
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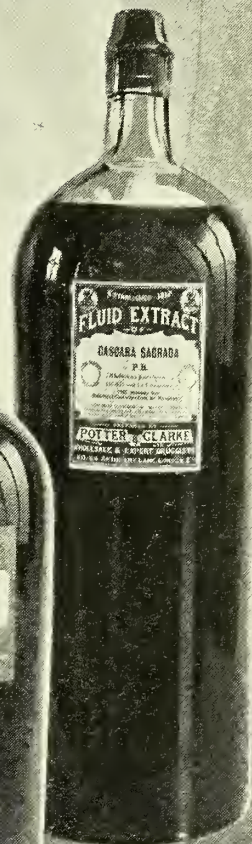
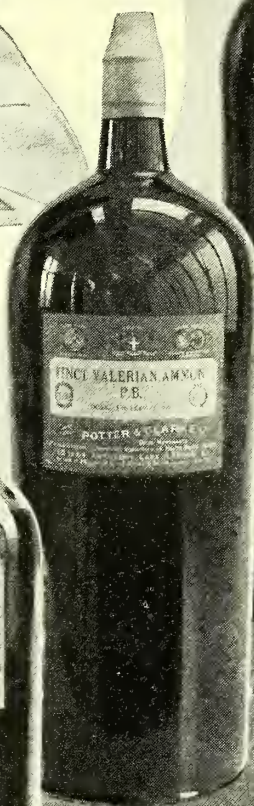
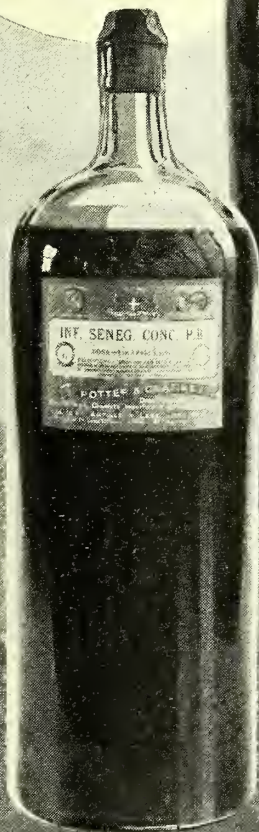
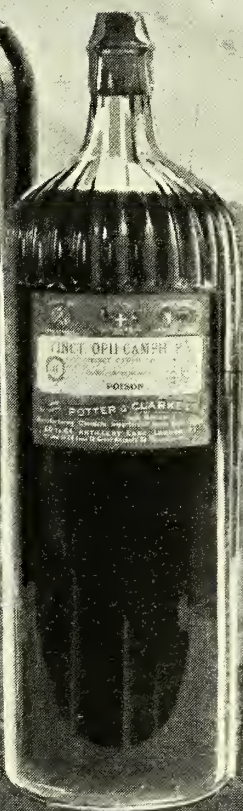
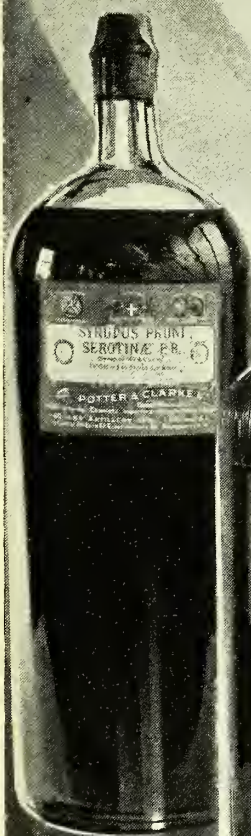
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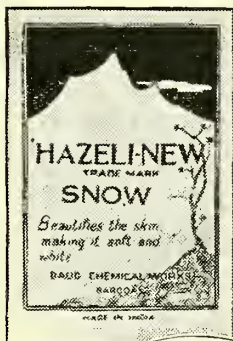
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News of the Week

Import Duties: Addition to Free List

The Treasury have issued the Import Duties (Exemptions) No. 1 Order, authorising the addition of bismuth metal to the Free List under the Import Duties Act, 1932. The Order comes into operation on Monday, February 27, 1933.

Inquests

At Tooting, London, S.W., Mr. Harold Butler, a dentist, committed suicide by drinking a solution of a salt of cobalt. Remarking that the symptoms of cobalt poisoning were not widely known, the coroner recorded a verdict that the deceased was of unsound mind at the time.

An inquiry was concluded at Friern Barnet, on February 20, concerning the death of Mr. R. Fouracre, Ph.C., chief pharmacist at the Westminster Hospital, who was fatally injured by colliding with a motor-car whilst cycling. The driver of the car was Mr. W. H. Dwyer, who was exonerated from blame; the jury returned a verdict of "Accidental death."

Giving evidence at an inquest at Truro, on February 18, on the body of a woman in regard to whom the jury returned a verdict of "Death from poisoning whilst of unsound mind," a medical witness said he found that she had taken a creosotic disinfectant. In his opinion such fluids should have the correct antidote printed on the labels of the bottles. The jury added a rider to their verdict to this effect.

The Birkenhead coroner held an inquest, on February 17, on the body of Mrs. Elizabeth Williams, who died in the Birmingham Infirmary. Professor J. E. W. McFall, of Liverpool University, stated that an examination of the internal organs revealed no sign of poisoning.

Dr. R. W. L. Pearson stated that he found a box containing ten veronal tablets by the bedside. He remembered having warned deceased against taking too many of these tablets. Mr. J. A. Dewar, chemist and druggist, Bebington Road, said he had been supplying these tablets to the deceased since November, and in all had given her four lots, each containing ten tablets. The Coroner: Didn't it occur to you that she was having a lot of these tablets?—She gave me no cause to think she was taking more than she should. When a woman gets hold of a prescription like this, would it not be a wise precaution to tell the prescribing doctor?—I do, usually. Didn't you in this case?—No. She gave me no reason to believe that she was taking more than she should. Dr. O'Brien, who conducted the *post-mortem* examination, said he found no evidence of poisoning, and he would say that death was due to uræmia. A verdict in accordance with the medical evidence was given.

Liverpool

The students of the Liverpool School of Pharmacy are holding a dance in the India Buildings, Water Street, on March 3.

The first of a course of five lectures on the British Pharmacopœia, 1932, was delivered before the Old Students' Association of the Liverpool School of Pharmacy, on February 14, when Mr. A. J. Jones, Ph.C., A.I.C., took for his subject "Inorganic Chemistry of the B.P." Mr. Jones dealt with the new standards set by the British Pharmacopœia and the significance to be attached to the tests, explaining his observations by demonstration. He proceeded to explain in detail the significance of the tests for acetic acid, glacial acetic acid and acetylsalicylic acid. A hearty vote of thanks was accorded to the lecturer.

Miscellaneous

BRITISH ASSOCIATION FOR COMMERCIAL EDUCATION.—It is announced that H.R.H. the Prince of Wales has consented to be Patron of the British Association for Commercial Education, of which Sir Francis Goodenough is chairman.

THEFT.—The premises of Mr. A. E. C. Nice, chemist and druggist, Chapel Road, West Norwood, London, S.E.27, were broken into on February 18. The intruders stole "dangerous" drugs, cameras, films and a sum of money.

TRADE MARKS COMMITTEE.—We are informed that the Trade Marks Committee have begun their investigations, and that persons and associations who wish to submit suggestions or to give evidence are invited to communicate with the secretary at the address given in our issue of February 18 (p. 163).

POISON-LICENCE APPLICATIONS.—Margate Town Council has granted licences for the sale of agricultural and horticultural poisons to Mr. E. W. Rigden and Mrs. L. C. Downer.—Applications for similar licences have been made to the respective local authorities by the following:—J. & M. Morris, Ltd., Welshpool; J. Webber & Sons, Minehead.

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS.—The election for the Committee of the National Association of Women Pharmacists takes place in April. Nominations (with the consent in writing of the candidates nominated) should reach the secretary, Miss Hodgkinson, 12 Langside Crescent, Southgate, London, N.14, not later than March 7. Each nomination must be signed by two members of the Association.

IN THE COURTS.—At Wealdstone, on February 14, Elizabeth A. Price, Hounslow, was sent to prison for having obtained "dangerous" drugs by means of what was called the "dual supply system."—In the King's Bench Division of the High Court, London, on February 20, Mr. C. E. Rousseau, Streatham, S.W., described as a chemist, succeeded in his claim for the sum of £250 against Mr. L. Snazelle, Duke Street, W.C., under an agreement to form a limited company for the purpose of manufacturing a commodity known as "Chocospirin" and certain other commodities. The defence was a claim that the company was not to be formed for the purpose of manufacturing "Chocospirin," but that another company was intended, known as the Adelphi Research Laboratories, Ltd.—At Barnsley, recently, Michael O'Hara and his wife were charged with stealing a bottle of cod-liver oil and a bottle of chemical food from the shop of Mr. H. W. Spooner, Ph.C. O'Hara was sentenced to twelve months' imprisonment, and his wife to six months'.

Irish Notes

Brevities

Mr. W. H. Macauley, Ph.C., has purchased the pharmacy and goodwill of Mr. Michael L. Tierney, Ph.C., Roscrea.

Mr. John A. Burke, L.P.S.I., is the recipient of much sympathy upon the death of his mother, which occurred at Sligo.

Chemists and students in Cork and the district held their second annual dance recently at the Clarence Hall, Imperial Hotel. The hall was gaily decorated, and a feature of the event was the number of spot prizes. The committee in charge of the arrangements were:—Captain Harrington, Mr. G. Devlin (chairman), Mr. J. G. Blair, Miss K. Driscoll, Mr. C. Duncan, Miss P. Dillon, Miss L. Coughlan, Miss Daly.

In the Dublin District Court, recently, Michael Flaherty, traveller, and Timothy Wilson, shopkeeper, were remanded on a charge of stealing safety razor blades from railway premises. Evidence that the accused were offering blades at low prices was given by Mr. Francis J. Fitzpatrick, past-president of the Pharmaceutical Society of Ireland, Mr. James Maguire, L.P.S.I., and Mr. Henry Richardson, of the staff of Boileau & Boyd, Ltd., manufacturing chemists, the last-named of whom declined to purchase.

Scottish Notes

Scottish Pharmaceutical Federation

A meeting of the Executive Council of the Scottish Pharmaceutical Federation was held in Edinburgh on February 1, Mr. Alex. A. Dick (president) in the chair. Among other matters, the following were under consideration:—Indemnity claim for £3 3s. against a member by a person whose coat was burned by a gas jet in the member's shop while behind the member's counter on business; claim repudiated. Regarding clinics and their supplies, the president reported on the meeting with the Pharmaceutical Standing Committee (Scotland) on November 16, 1932, at which it was agreed that a small committee consisting of three representatives of the Federation and three representatives of the Standing Committee be appointed to consider the whole matter of public pharmaceutical service and report to a subsequent meeting, the respective secretaries, as such, to be associated with the committee. Another matter considered was the prices charged by Scottish wholesale chemists for certain proprietary articles, being in excess of (a) the minimum wholesale price in the P.A.T.A. Year-Book, and (b) the prices charged by English wholesale chemists. Further correspondence was read from which it appeared that the P.A.T.A. had written to the secretary of the Scottish Wholesale Chemists' Patents Agreement to the effect that the P.A.T.A. Council were of the opinion that the Federation had reasonable cause for complaint, and that it appeared to be bad policy on the part of Scottish wholesalers to surcharge certain articles which English wholesale houses are apparently prepared to send to their Scottish customers at the actual minimum wholesale prices quoted in the P.A.T.A. Protected List. A letter was read from the secretary of the Scottish Branch of the British Red Cross Society regarding the desirability of first-aid dressings and first-aid cases for motorists being widely offered for sale throughout Scotland, and the matter was remitted to the General Purposes Committee for their consideration.

Brevities

"Dispensing" was the subject of an address given by Miss E. A. Carlton, chemist and druggist, to the members of the Dundee Women Citizens' Association, recently.

An appreciation of the late Mr. William Nicol, chemist and druggist, who died on February 3 (C. & D., February 11, p. 145), appears in a recent issue of the "Hamilton Advertiser."

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Sunday, February 26

Catholic Pharmaceutical Guild, Sodality Hall, 114 Mount Street, Grosvenor Square, London, W.1, at 2.15 p.m. General meeting.

Monday, February 27

Guild of Public Pharmacists, Liverpool Branch, Royal Institution, Colquitt Street, at 8 p.m. Dr. Hugh Smith (bacteriologist to Birkenhead General Hospital) on "Chemical Efficiency Tests."

Tuesday, February 28

Glasgow Pharmacy Club, Grand Hotel, Charing Cross, Glasgow, at 7 p.m. for 7.30 p.m. Annual dinner and presentation of prizes. Tickets: ladies, 6s. 6d. gentlemen, 7s. 6d. from W. Peebles, 110 Springfield Road, Glasgow, S.E.

Guild of Public Pharmacists, Manchester Branch, Piccadilly Café, at 7.30 p.m. Carnival dance, tickets, 4s. including supper.

Wednesday, March 1

Pharmaceutical Society of Great Britain, Bedfordshire Branch, Bridge Hotel, Bedford, at 7.30 p.m. Annual dinner and dance.

Thursday, March 2

Pharmaceutical Society of Great Britain, Combined Metropolitan Branches, Hotel Russell, Russell Square, London, W.C.1, at 7 p.m. Dance, tickets 6s. 6d. single, 12s. double.

Association Meetings

Ipswich.—The annual meeting of the Ipswich and District Branch of the Photographic Dealers' Association was held on February 16. Mr. J. A. Symonds, chemist and druggist, was re-elected *Chairman*, and Mr. L. Piper, The Wolsey Pharmacy, St. Nicholas Street, Ipswich, *Secretary*. The chemist members of the *Committee* are Messrs. Bell (Felixstowe), Simkin (Stowmarket) and Wiggin (Ipswich). It was decided to ask for a speaker to be sent from headquarters in the near future to discuss current problems.

London (N.).—The monthly meeting of the North London Pharmaceutical Association was held on February 24 at North Library, Holloway, the president (Mr. J. Hearle) in the chair. After routine business, the president introduced Mr. Norman Porter, a director of S. Maw, Son & Sons, Ltd., who gave an introductory address on surgical dressings, and then asked the manager of the company's dressings department at the New Barnet factory, Mr. A. H. Hughes, to read a paper on *Surgical Dressings: their Preparation and Manufacture*. The lecturer dealt in detail with each section, from the raw material to the finished article. Finally he explained the methods of packing, sterilisa-

tion and testing, illustrated by some excellent lantern slides. Messrs. Skinner and Downing put questions, but as the hour was late discussion on this interesting subject had to be limited. On the motion of the president, seconded by Mr. Young, a hearty vote of thanks was accorded to Mr. Porter, Mr. Hughes, the House of Maw and the lanternist (Mr. G. Felton).

Public Pharmacists.—A meeting of the Guild of Public Pharmacists was held at 17 Bloomsbury Square, London, W.C.1, on February 15, the president (Mr. E. A. Andrews) in the chair. The chairman, in opening the meeting, spoke of the great loss the Guild had sustained in the tragic death of Mr. R. Fouracre, chief pharmacist at Westminster Hospital, and late examiner to the Pharmaceutical Society. After referring to the esteem in which Mr. Fouracre was held by all who knew him, the chairman asked those present to stand in silence. Mr. E. W. Simpson gave a lecture-demonstration entitled *The Hows and Whys of Electricity*, and showed many interesting experiments. Mr. Simpson is an ex-officer of the Royal Air Force, and has been engaged on the construction and testing of electrical and scientific instruments for use in aeroplanes. Mr. Digby Lovell assisted the lecturer in the experiments. A vote of thanks to Mr. Simpson and to Mr. Lovell was proposed by Mr. F. G. Hobart, and seconded by Mr. C. H. Sykes.

Topical Reflections

By Xrayser

Mr. Storey's Account

of the manner in which the Pharmacy and Poisons (Northern Ireland) Act, 1925, was drafted (*C. & D.*, February 18, p. 170) reflects credit upon himself and those who were associated with him in the matter for the promptitude with which they rose to the occasion in an emergency. And the fact that nearly nine-tenths of what was included in the scissors-and-paste draft became law shows the wisdom of our Northern Irish brethren in taking advantage of an exceptional opportunity. For the self-sacrificing efforts of the four chemists who prepared the draft must have ensured consideration at the outset for the points which they regarded as being of sufficient importance to be enforced by legislative means; and this suggests itself as a much more satisfactory way of proceeding than to wait upon events and then find it necessary to endeavour to secure amendments of an official measure. But it must be admitted that the course of legislation is much less interrupted by obstacles in Northern Ireland than it is in Great Britain, where even an agreed Pharmacy and Poisons Bill is not likely to be passed into law so expeditiously as its Northern Irish forerunner. It is noteworthy that faults crept into the latter in spite of its mainly pharmaceutical origin; but those were quickly remedied as the result of bringing common sense to bear in the matter, and with friendly-disposed Government officials to help.

In Scottish Pharmacies,

according to one of your correspondents (p. 165), the manufacture of B.P. and B.P.C. preparations is being more generally undertaken than at any time during the past twenty-five years. Confirmation of this will be welcomed by many who have deplored the neglect of compounding in pharmacies, particularly if the reported movement is found to be spreading southwards. Some little time ago Mr. Mallinson was omitted as expressing regret that chemists nowadays omit the words "Prepared by" from their labels (*C. & D.*, December 17, p. 747); and it would be well if reversion to old custom in this respect should coincide with the making of more of our own galenicals and other preparations which are now purchased ready-made. I do not go so

far as to suggest that it is practicable, or even desirable, to endeavour to emulate the practice of our predecessors who compounded all preparations they dispensed. But there is a happy medium, such as ought to prevail at least in all pharmacies where apprentices are trained, and might with advantage find favour elsewhere if there were wider appreciation of the propaganda value of a certain amount of compounding, as a means of educating the public in recognition of the pharmacist as a professional man.

A Census of Distribution

would undoubtedly possess sufficient value to justify its being undertaken, as suggested by Mr. Harold Whitehead (*C. & D.*, February 18, p. 163); but I feel that young people engaged in retail trade and eager to embark in business on their own account will need a much more profound commercial education than they now receive before they allow themselves to be influenced by information, however authoritative, on the normal costs of distribution. While a reliable yardstick by which the potentialities of any class of trade could be measured would undoubtedly be an entirely admirable thing to possess, I doubt if any considerable proportion of those who start a retail business with a very limited amount of capital would be deterred from doing so by knowledge of the existence of such a yardstick. Taking the case of our own business alone, and having in mind the way in which chemists' shops seem to come into existence in newly developing residential areas like the springing up of mushrooms, I see no prospect of such statistical information as Mr. Whitehead asks for having the restraining effect he thinks it ought to have. The man with a fair amount of capital, who can afford to wait before coming to a decision, may benefit by the knowledge that, before he buys or rents particular premises, he must carry a certain amount of goods and do a certain volume of trade in order to justify his outlay if he starts business there. But the individual with only a moderate amount of cash in hand, and impatient to be free from control, is not likely to be so logically minded; and we shall, I fear, continue to see him taking risks and commencing business as a pure speculation, without the slightest regard to statistics.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

BANKS AND FURSE, LTD. (P.C.).—Capital £600. Objects: To carry on the business of chemists, druggists, dealers in photographic materials, etc.

BATHES, LTD. (P.C.).—Capital £4,000. Objects: To acquire the business now carried on at 24 Fleet Street, Torquay, and elsewhere by Wilfred H. Bathe.

JOHN ELDER, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a chemist and druggist, now carried on by John Elder, at 84 Clarendon Road, Southsea.

N. W. CHEMICAL COMPANY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of any chemical compounds, importers and exporters of and dealers in chemicals, etc.

KEANE, ROWNEY & Co., LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers, exporters and importers of and dealers in perfumery and toilet preparations and requisites, etc.

CRAVEN HOUSE PERFUMERIES, LTD. (P.C.).—Capital £1,400. Objects: To acquire the business of the Craven House Perfumeries carried on at Craven House, 123 Kingsway, W.C. R.O.: 32 Watling Street, E.C.4.

HYDRA SPONGE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of sponge merchants, manufacturers, importers and exporters of sponges, leather and rubber goods, etc. Solicitors: Denton Hall & Burgin, 3 Gray's Inn Place, W.C.1.

SHAW'S VETERINARY PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of wholesale, retail and manufacturing chemists, druggists, manufacturers of and dealers in medical, surgical and veterinary appliances, etc. R.O.: 98 High Road, Streatham, S.W.

CRESCENT PREPARATIONS COMPANY, LTD. (P.C.).—Capital £1,250. Objects: To acquire the business of manufacturers of toilet preparations sold under the trade mark "Crescent" carried on by W. E. C. Cowie and Sylvia F. Cowie, at 4 Woodlands Road, Barnes, as the Crescent Preparations Company. R.O.: 27 Old Bond Street, London, W.1.

NEO-SAN FOOD COMPANY, LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of vending medical and health foods now carried on as the "Neo-San Food Co." and the benefit of the registered trade mark "Neo-San," and to carry on the business of manufacturers of and dealers in cereal, farinaceous, chemical, medical, curative and health-giving foods, etc. R.O.: 25 Haymarket, S.W.1.

WIDNES SOAP COMPANY, LTD. (P.C.).—Capital £20,000. Objects: To adopt an agreement with Kenmure King & Henry King conferring an option to purchase certain land, mill and buildings at Farnworth, Widnes, and to carry on the business of manufacturers of soap and soap powders, candles, glycerine, alkali and other chemical products, etc. Solicitor: Thomas Swale, 4 Lacey Street, Widnes.

Voluntary Liquidation

Allen, Craig & Co. (London) Ltd., 5 and 6 St. Dunstan's Hill, London, E.C.3, chemical merchants. The statutory meeting of the creditors of the above was held on February 20, at the Institute of Chartered Accountants, Moorgate Place, London, E.C. Mr. W. T. Allen, the managing director of the company, occupied the chair, and in the course of his explanations stated that the company was incorporated on July 5, 1921. In 1925 he was attending to the outside business of the company and doing extensive travelling, and at that time there were changes in the directorship. In 1926 another of the directors resigned and in the following year the company moved to their present address. After that date it was found that the company's books were hopelessly in arrear and the directors sought the assistance of

chartered accountants in order to get balance sheets made up. Soon after the company removed to the new offices the business increased, and the directors still did not know the position as the books had not been then completely written up. In 1928 the company incurred a loss of over £4,000 through the failure of a radio company, and the position had been seriously affected by the suspension of the gold standard, it being pointed out that the company did a big business abroad. A further loss was sustained owing to the failure of a Belgian house, and it was necessary for the company to find further capital. Believing that the business of the company was good, he persuaded a friend of his to put up money and become a director, and that gentleman had advanced £12,000 to the company in all. Mr. Allen said that at a meeting of the shareholders held that day resolutions had been passed nominating Mr. Dudley Lewis, C.A., of Kennans House, Crown Court, Cheapside, London, E.C., and Mr. John R. Stephens, C.A., 4 London Wall Avenue, London, E.C., as joint liquidators. Mr. Stephens stated that a statement of affairs had been drawn up which showed that there were unsecured trade liabilities and expense creditors amounting to £26,311, and there were unsecured cash creditors for £17,009. The bank were fully secured creditors for £4,545, and held securities valued at a similar amount. The assets consisted of stock of silk goods £160; cash at bank £294; cash in hand £1; book debts £3,728, estimated to produce £2,000; motor cars £365, put down at £120; and fixtures and fittings £423, put down at £50. The total assets were £2,626, from which had to be deducted £100 for preferential claims, leaving net assets of £2,526, or a deficiency of £40,795 so far as the creditors were concerned. The deficiency as regarded the contributories would be increased by a further £10,000, making the total deficiency £50,795. Mr. Stephens said that with regard to the deficiency account, that showed that at July, 1930, there was a debit on profit and loss account of £30,000, and there had been a loss up to date of £9,411. The amount written off the assets was £3,202, and off goodwill £8,000. The company had been doing a big business and making large gross profits, but their overhead expenses had always been too high. Mr. Stephens pointed out that the chairman had drawn a salary of £1,000 per annum. In reply to a question he stated that the profit on contracts and the commission on sales from July 1, 1930, to February 16, 1933, was £14,152. The expenses had amounted to £23,000, and there had been a loss for the period of £9,411. The salaries were £9,303; commissions £3,677; directors' expenses £427; general expenses £1,235; whilst motor and travelling expenses had absorbed £2,665. A resolution was proposed that the voluntary liquidation of the company should be continued with the two liquidators suggested, but an amendment was put to the meeting and declared carried to the effect that Mr. Dudley Lewis should act as sole liquidator, with a committee of inspection. (*The list of creditors was not available at the time of going to press.*)

Business Changes

MR. ROBERT BUSHBY, chemist and druggist, has taken over The Downs Pharmacy, Canterbury Road, Herne Bay.

BOOTS, LTD., have acquired the business of Mr. R. H. Barker, chemist and druggist, Windermere, who has retired.

MCCLURE YOUNG & Co., LTD., manufacturing chemists, have purchased a new factory at 90 Standard Road, Park Royal, London, N.W.10. Telephones: Willesden 3733-3734.

MONSOL, LTD., have acquired the business of Monsol Brand Products from the Mond Stafford Refining Co., Ltd. The new address is Vincent House, Vincent Square, London, S.W.1.

MR. T. E. O. DAVIES, chemist and druggist, has purchased the business of Roberts & Co. (Chemists), Ltd., 2 Rupert Street, Piccadilly Circus, London, W.1. The business will be known as Roberts & Co.

Pharmaceutical Society of Ireland

Council Meeting

THE February meeting of the Council was held at 67 Lower Mount Street, Dublin, on February 14, Mr. P. Brooke Kelly (president) in the chair. Other members of the Council present were Messrs. F. J. Fitzpatrick, D. W. P. Boyd, J. F. Costello, C. Cremen, J. T. Dwyer, J. Gleeson, M. J. Kieran, J. McCormack, J. A. O'Rourke, M. J. Parkes, T. J. Smith and D. Warwick. A letter of apology for non-attendance owing to illness was read from Mr. P. J. Fielding (vice-president).

THERAPEUTIC SUBSTANCES ACT

The Ministry of Local Government and Public Health wrote requesting the Council to nominate a representative of the Society for appointment on the Advisory Committee to be set up under the Therapeutic Substances Act. This representative, it was stated, would act on the Committee for a period of three years and would be eligible for reappointment.

MR. MCCORMACK asked if any provision was made in the Act with regard to the storage of serums.

THE REGISTRAR (Mr. J. J. R. Kerr) said there was not any, so far as he could see. It was regrettable the Council did not know the Act was before the Dail, as they might have got a clause inserted restricting the sale of serums and similar goods. At present people who were not pharmacists were selling insulin.

THE PRESIDENT: Under this Act there must be a licence to import, and that will tighten up things.

On the motion of the PRESIDENT, seconded by Mr. BOYD, Dr. J. A. Mitchell was unanimously chosen as the Society's representative.

THE SALE OF LYSOL

A further letter was read from the Ministry of Local Government and Public Health acknowledging receipt of the Council's resolution to the effect that lysol be included as one of the scheduled goods under the Sale of Poisons Act.

PHARMACOPŒIA COMMISSION

The General Council of Medical Education and Registration wrote acknowledging nomination of representatives on the Pharmacopœia Commission.

BRITISH PHARMACOPŒIA, 1932

The following letter was read from the registrar of the Medical Registration Council: "At a meeting of the Medical Registration Council held on December 6, 1932, the following resolution was passed, making the British Pharmacopœia, 1932, the Pharmacopœia of Saorstát Éireann:—'The Council formally decided that on and after January 1, 1933, the pharmacopœial standards as set forth in the British Pharmacopœia of 1932 be, until further notice the standards and methods required in the Free State, and that the Council so declare their action by formally placing on this copy of the said British Pharmacopœia of 1932 this resolution of the Council, and that the seal of the Council be hereto affixed.'"

CHICAGO EXHIBITION

Mr. Charles A. Gillespie, 650 South Oakland Avenue, Villa Park, Illinois, wrote: "In view of the fact that the Century of Progress Exhibition in Chicago this June has a very large exhibit of pharmacy, historical, scientific, etc., independent of individual firms' exhibits, also being an old Dublin pharmacist, let me say I would consider it a privilege to be of any assistance to any of your visiting members or licentiates at any time during the Exhibition, along the line of outside visits to manufacturing pharmaceutical plants . . ."

On the motion of MR. FITZPATRICK, seconded by MR. PARKES, the best thanks of the Council were tendered to Mr. Gillespie for his kind offer.

CHANGE OF NAME

Mrs. Drum, *née* O'Connor, M.P.S.I., wrote submitting marriage certificate and desiring change of name in the Register. The application was granted.

CHANGE OF ADDRESS

The following changes of address were notified: Messrs. Joseph M. Burke, from Medical Stores, Ltd., Main Street, Letterkenny to 37 Kenilworth Square, Dublin; M. J. Broderick, Convent Avenue, Sunday's Well, Cork to 26 Mary Street, Limerick; V. Massy Good from 5 Upper William Street, Limerick to c/o Mr. W. H. Macauley, L.P.S.I., the Medical Hall, Ballinasloe; Matthew White from 41 Pembroke Road, Dublin to 2 Crosthwaite Park East, Dun Laoghaire, co. Dublin.

PRELIMINARY REGISTRATION

The following, who submitted certificates from other bodies, were granted Preliminary registration: Messrs. A. J. Loughney, J. M. Keshane, J. Mockler and D. P. Regan.

HOUSE COMMITTEE

On consideration of the House Committee's report it was mentioned that cases had arisen recently in which students failed to pay their fees until the classes were well advanced, and it was agreed that the professors be instructed to admit no student whose name was not on the books of the Society.

SCHOOLS COMMITTEE

The Schools Committee's report, which was adopted, recommended that the question of recognition of technical schools be adjourned to a larger meeting.

CERTIFICATES AND DECLARATIONS COMMITTEE

The Certificates and Declarations Committee, in their report, called attention to the difficulty of obtaining legal advice in deciding a difficult question which had arisen.

LAW COMMITTEE

The Law Committee recommended that a letter received from Dr. Vincent Kieran be referred to the Council. In his letter Dr. Kieran asked to have an opportunity of discussing his position as law adviser to the Society with members of the Council, in view of the difficulties which had been stated to exist consequent upon the distance he resided from Dublin. The Council decided to hear Dr. Kieran, who made a statement on his position, the text of which will be circulated to all the members of the Council. It was decided to defer discussion on Dr. Kieran's statement.

BENEVOLENT FUND COMMITTEE

On consideration of the business of the Benevolent Fund, Mr. Fitzpatrick made the following statement: "Mr. President, arising out of the report of the Benevolent Fund Committee I wish to call attention to an anonymous letter published in the February issue of 'The Irish C. & D.', which is, and was, calculated to do injury to the Benevolent Fund appeal. I have addressed the following letter to the editor: 'Sir, I was extremely surprised at your publication in the February issue of 'The Irish Chemist and Druggist' of an anonymous attack on the Benevolent Fund of the Pharmaceutical Society of Ireland, and on myself personally. As far as your publication of an anonymous attack on myself is concerned, that is a matter of journalistic taste on your part, on which I make no comment. The Benevolent Fund cannot be allowed to be injured by malicious anonymous attacks. Every penny of the Benevolent Fund is, and always has been, invested in Irish National

Savings Certificates and in Irish National Loan. Every penny of the funds of the Pharmaceutical Society is invested in Irish Securities, *vide* page 239 of Calendar.' I feel, in view of the statements made in the letter published, that I should make this explanation."

THE PRESIDENT: Quite right.

DEATHS

The Registrar reported the deaths of Mr. Wm. Cummins, M.P.S.I., and Mr. John Long, R.D.

APRIL LICENCE EXAMINATION

In view of the fact that the first day of the April Licence examination fell on Easter Monday, it was decided to change the date from April 17 to April 18, the 17th being a public holiday. It was also agreed that in future pharmacy be taken as the first subject at the written portion of the Licence examination.

MEMBERS ELECTED AND LICENCES SEALED

Dr. Angela Blowick, Messrs. J. McGrotty and W. F. Herlihy were elected to membership of the Society.

The pharmaceutical licences of the following were signed and sealed: Misses G. Lavery and R. A. Carolan, Messrs. C. D. O'Shea, W. J. Gardner, H. J. F. Driffin, M. Bree, P. J. Carragher, J. Clarke, D. Glavey, A. J. Lyons, B. J. McGarry, J. J. Sullivan and D. Woulfe.

Festivities

Manchester Whist Drive

A WHIST DRIVE, organised by the Junior Branch of the Manchester Pharmaceutical Association, was held at the Victoria Hotel, Deansgate, on February 15. The attendance was remarkably good, seventy members and friends being present. The following were the winners:—*Ladies*, (1) Miss M. Ingham, (2) Mrs. Ingham. *Gentlemen*, (1) Mr. J. E. Donoughue, (2) Mr. M. Glazier. The donors of the prizes were Miss Diggle, Mr. A. E. Thorpe, Hough, Hoseason & Co., Ltd., and Thomas Kerfoot & Co., Ltd. Mrs. Brindle presented the prizes, after which Mr. E. H. Simmons, in a happy speech, thanked Mrs. Brindle and the donors of the prizes.

Birkenhead Dance

A TYPICAL carnival spirit prevailed at the tenth annual dance of the Birkenhead and Wirral Chemists' Association, which took place on February 16 at the Town Hall, where local pharmaceutical circles were well represented. Over 220 guests were present, and enjoyed the programme of original dances which had been planned and which induced even those who had gone with the object of sight-seeing to join in the merriment. An excellent dance band was in attendance, and Mr. W. C. Pike proved an efficient M.C. The organisation had been undertaken by Mr. A. Williamson (president) and Mrs. Williamson, Mr. F. Snow (secretary and treasurer) and Mrs. Snow, and Mr. and Mrs. W. G. Snow, to whom great credit is due for the unqualified success of the event. The proceeds were given to local charities.

West Ham Dinner

THE annual dinner of the West Ham and Eastern District Association of Pharmacists was held at the Hotel Metropole, London, W.C.2, on February 16, the president (Mr. W. Main) in the chair. Looking into our volumes for the year 1903, we see that on February 19 of that year a meeting of West Ham chemists decided to form the Association; this year's dinner thus marked the thirtieth anniversary of one of our senior associations, one which has proved to be among the most alert and progressive in the country. Among those at the chief table were Mrs. Main, Dr. C. H. Hampshire (chairman of the British Pharmaceutical Conference) and Mrs. Hampshire, Mr. John Keall (vice-president of the Pharmaceutical Society) and Mrs. Keall, Mr. and Mrs. A. R. Melhuish, Mr. Cook (chairman, West Ham Insurance Committee), Mr. and Mrs. P. S. Windwood, Mr. F. A.

Lawman (Vinolia Co., Ltd.), Captain J. J. G. Hay, Mr. and Mrs. C. E. Corfield, Mr. J. E. Lockyer, Mr. G. A. Tocher and Mr. Thompson (vice-president, Photographic Dealers' Association). The spur tables were in charge of Messrs. S. C. Jones, Leith, Potter, J. Thomson, Maxey, Reed, Mortimer, Beardsley, Aplin, Desmond and Gaze; and the large gathering also included Mr. J. Downing, Mr. Vivian C. Hewlett and Mr. Herbert Skinner. The sixteenth-century grace printed, with music, on the dinner card was an artistic touch much appreciated; and the after-dinner entertainment was of a high order of merit, comprising songs by "the Western Brothers" and a cabaret show by Gordon Marsh and his Marshmallows. The speeches were of West Ham standard, pointed and worth hearing. Mr. Arthur Mortimer, vice-president of the Association, in proposing the toast of "The Pharmaceutical Society of Great Britain," made several brilliant and amusing remarks on the Society and on West Ham. Those who said scathing things about the Society, he suggested, usually (or was it often?) became members of the Council and finally presidents. They in West Ham were proud that one of their members was chairman of the Benevolent Fund, and they applauded the activity of the Society in setting up post-graduate lectures. West Ham had "pulled them up to the scratch" last year. Difficult times were ahead, but he was sure the Council would be ready to do all that was required. Mr. Keall, whose name Mr. Mortimer coupled with the toast, had a public record of eighteen years in pharmacy; he had done great things and would do greater. Mr. Keall, responding, pointed out that the Council's series of lectures on the British Pharmacopœia had been started by one delivered by Dr. Hampshire. Their biochemical course showed that the Council was fully alive to the need for giving opportunities to chemists. They believed that the new Codex would be placed on a broad basis which would commend itself to all interested in pharmacy and medicine. He asked for more support from members. West Ham had been enthusiastic for the Benevolent Fund, and he would remind them that the calls on it were not diminishing. The Council knew that West Ham would not fail them in safeguarding their interests. Dr. Hampshire, submitting the toast of "The West Ham and Eastern District Association of Pharmacists" (hereinafter, as he drily remarked, referred to as "The Association"), thanked Mr. Keall for his reference to B.P. lectures. The comparison of himself with King Solomon, recorded in THE CHEMIST AND DRUGGIST, had occasioned much hilarity. The forthcoming meeting of the British Pharmaceutical Conference in July was an opportunity for London chemists. He congratulated the Association on its thirty years of successful and useful work, and he was a believer in the future of pharmacy. Before replying, the chairman was presented by Mr. F. A. Lawman, on behalf of Vinolia Co., Ltd., with the Victor Ludorum cup for golf and bowls. Mr. Main, in a brief and excellent speech, acknowledged the presentation, and went on to thank his vice-president, secretary (Mr. Joseph Reed) and committee for their helpful work. He welcomed the visitors present, several of whom he mentioned by name, ending with the youngest member of the Association, Mr. D. Desmond, B.Pharm. The final toast, that of "The Ladies," was given by Mr. Beardsley, who welcomed especially the members of the ladies' committee of the Conference present. Mrs. Main (who, in Mr. Beardsley's phrase, has done yeoman service for the Benevolent Fund) replied in a witty and delightfully phrased speech, after which she presented a replica of the Victor Ludorum cup to Mr. Gray. The room was then cleared for dancing and the cabaret, which completed a successful and well-organised evening. A collection for the Benevolent Fund of the Pharmaceutical Society amounted to £21 4s.

DENTAL BOARD OF THE UNITED KINGDOM.—The amended Regulations of the Dental Board (S.R. & O. 1923, 1615, IS.) have been issued by the Stationery Office.

OFFICIAL HUMOUR.—"Bedding which . . . the medical officer considers to be infected shall be disinfected."—From the Port Sanitary Regulations, 1933, Fourth Schedule.

Pharmaceutical Society of Northern Ireland

Council Meeting

THE February meeting of the Council was held at 55 and 56 Scottish Provident Buildings, Belfast, Mr. R. I. Edwards (president) in the chair. There were also present Messrs. H. Todd, S. S. Badger, Fred Storey, S. Gibson, S. H. Forrest, W. S. Taylor, W. Martin, H. F. Moore, Dr. Acheson, Dr. Fielden and Professor Small. Mr. D. L. Kirkpatrick (secretary) was in attendance.

THE PRESIDENT tendered the sympathy of the Council to Mr. Gibson on the death of his mother. A vote of sympathy with Mr. Gibson was passed, the members standing, and was feelingly acknowledged.

GREETINGS

THE SECRETARY reported the receipt of greetings from the registrar of the Pharmacy Board of New South Wales, and from the president and members of the Pharmacy Board of New South Wales, and also that he had received a set of examination papers from that Board. He had acknowledged and reciprocated those greetings on behalf of the Council, and forwarded a set of the Council's papers.

DEATH

THE SECRETARY reported with regret the death of Mr. Samuel R. Hamilton, Spencer Road, Londonderry, a licentiate who had qualified in 1926.

ANNUAL STATISTICS

The Home Office forwarded a list of persons registered during the year:—Pharmaceutical chemists 54, assistants 2, registered druggists 1, apprentices 9. The Home Office also forwarded a list of persons holding agricultural and horticultural licences in Northern Ireland on December 31 last:—Co. Antrim 26, co. Armagh 9, co. Down 32, co. Fermanagh 3, co. Londonderry 18, co. Tyrone 26, Borough of Belfast 21, and Borough of Londonderry 2; total 137.

THE SOCIETY'S NEW PREMISES

The report of the House Purchase Committee was presented and adopted on the motion of Mr. STOREY, seconded by Mr. TODD. It was mentioned that possession of the buildings at 2 Princess Gardens would be taken over on April 1, although the Council would not enter into occupation until some time in July. The House Committee was empowered to look after the furnishing and decoration of the premises.

EDUCATION COMMITTEE

The report of the Education Committee, which met on February 3, recommended that the certificate of apprenticeship to a pharmaceutical chemist be granted to the following students who submitted certificates from the under-mentioned bodies:—

Senior Certificate, Ministry of Education (N.I.).—Blair Cunningham Vincent, Ballymadigan, Castlerock, co. Derry (1931). William Graham, Joymount, Carrickfergus (1932). Thomas Gerard McDonagh, 9 Clyde Street, Belfast (1932). Thomas John Wilkinson Montgomery, Bushmills, co. Antrim (1932).

Matriculation Certificate, Queen's University, Belfast.—James Gordon Graham, 1 Grassmere Gardens, Belfast (1932). John Stanley Smyth, 20 Hamilton Road, Bangor (1931).

Pharmaceutical Preliminary Certificate, Queen's University, Belfast.—Daniel McManus Kegan, Bar View Farm, Coleraine (1932).

Preliminary Certificate, Royal College of Surgeons, Dublin.—Moses Porter Neill, The Shore, Raholp, Downpatrick (1932).

Junior Certificate, Ministry of Education (N.I.).—William James Greer, Main Street, Portlengone (1929). Robert John McKeag, Abbey Street, Coleraine (1932). Thomas Norman Speers, Merchiston, Roddens, Larne (1931). James Alexander Walker, Priestland, co. Antrim (1931). William Shaw, 182 Ainsworth Avenue, Belfast (1931). Louis Ignatius Brennan, 66 Hillsboro' Drive, Belfast (1931). James Joseph McMichael, The Medical Hall, Ballycastle (1931). James Desmond McCafferty, 7 Northland Road, Londonderry (1930).

It was decided that the Society's summer examinations be held in the Municipal College of Technology, Belfast, during the week beginning Monday, June 19, and that entries be received on or before Friday, May 26.

It was recommended by the Committee that the following examiners be appointed for the year 1933:—

Pharmacy—Dr. V. G. L. Fielden and Mr. T. Harper.

Chemistry—Dr. H. Graham.

Physics—Dr. K. G. Emeléus.

Botany and Pharmacognosy—Professor J. Small, D.Sc. Business Methods—Mr. F. G. Walsh, F.C.A.

It was resolved that book prizes—not exceeding 30s. in value—be awarded to students who obtain not less than 70 per cent. in theory and oral pharmacy and 75 per cent. in practical pharmacy, who have passed the Final examination as a whole, but have not obtained medal marks.

The Committee suggested that post-graduate classes should be formed in the Municipal College of Technology, Belfast, for pharmaceutical chemists who wish to study the new British Pharmacopœia methods.

It was resolved that a Schools' Committee consisting of Messrs. R. I. Edwards, H. Todd, F. Storey, S. H. Forrest and H. F. Moore be appointed to inspect the classes in the various technical schools, and to make any recommendations to the Education Committee.

In the course of a short discussion, initiated by Mr. STOREY, the SECRETARY said the Society had power to go and see the classes in any technical school at any time. He had inspected most of the country schools, and those in charge were delighted when such a visit was paid. The report was unanimously adopted.

MEMBERS ELECTED

The following were elected to membership of the Society:—Mr. Bernard A. A. Kearns, Glen Pharmacy, Glenarm, co. Antrim (on the motion of Mr. Todd, seconded by Mr. Forrest); Mr. Peter Tohall, Moy, co. Tyrone, and Miss Mary McAnallen, Mandeville Street, Portadown (on the motion of Mr. Storey, seconded by Mr. Badger).

TRIBUTE TO MR. STOREY

MR. MOORE mentioned that he had an appreciative letter from a member of the South-West London Chemists' Association, following the lecture which Mr. Storey had delivered on "Irish Pharmaceutical Affairs" before that body, the members of which were very grateful to him for having made the journey. He moved the thanks of the Council to Mr. Storey.

MR. BADGER seconded, and the motion was heartily carried.

MR. STOREY, in acknowledgment, mentioned that several members of the British Council had attended the lecture. They looked upon the Northern Ireland Act as the latest thing in pharmacy. There was no doubt they had embodied in their Northern legislation points which they were still without on the other side of the Channel. He thought it was good for one Society to get into touch with another now and again. Mr. Monaghan, president of the South-West London Society, sent his greetings to the President and Council of the Pharmaceutical Society of Northern Ireland.

MUSIC AND HAIR CREAM.—"When the old scores are content with a simple 'Adagio' or 'Andante,' Dr. Furtwängler never fails to add 'e sempre con Anzora.'"—Mr. R. Capell in "The Daily Telegraph."

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN.—A pamphlet entitled "The Dangerous Drugs Acts and Regulations: a Summary for the Dispensing Chemist," dated January, 1933, has been published (price 6d.) by the Pharmaceutical Society of Great Britain.

Trade Notes

DAKIN BROTHERS, LTD., manufacturing chemists, 82 Middlesex Street, London, E.1, will be closed from February 27 to March 1 inclusive for the purpose of stock-taking.

NOVALGIN.—Bayer Products, Ltd., 19 St. Dunstan's Hill, London, E.C.3, are offering the new 5-gr. tablets of Novalgin at reduced prices. The 7½-gr. tablets are being discontinued.

VINOLIA, LTD., Bebington, Cheshire, have sent us specimens of some of their advertisements which are to appear in the national dailies this year, and also some of their latest showcards. Several of the latter are shown in



the illustration. The size of the showcards is such that they are well suited for display on the counter or in a small window, and with a few of the giant facsimiles of the shaving soap packs it should not be difficult to make an effective display.

NEW PIVER LINES.—Parscent, Ltd. (sole agents in Great Britain and Ireland for Parfumerie L. T. Piver, Paris), 102 Dean Street, Oxford Street, London, W.1, have forwarded samples of three new Piver lines. The first of these is a lipstick which, we are informed, is available in medium, light and dark colours; the other two consist of solid brilliantine (perfumed with the well-known Un Parfum d'Aventure) packed in tins and glass pots.

BAKER METAL STOPPER CO., LTD., Hadley Street, Key Hill, Birmingham, specialise in the manufacture of metal screw caps.

WILLIAM HAY, LTD., Hull, announce that they have in stock enormous supplies of liquid paraffin, olive, castor and other oils for which they can quote (packed or bulk) exceptionally attractive prices for quantities. A testing sample will be supplied on application.

AMMONIA.—With the advent of the spring-cleaning season there should be an increased demand for household ammonia. Thornton & Ross, Ltd., manufacturing chemists, Milusbridge, Huddersfield, can supply this product packed in various sizes and at keen prices.

COW AND GATE MEASURE.—We have received from Cow & Gate, Ltd., Guildford, a specimen of the new Cow and Gate mixing measure. Of fine white enamel with blue edging, this measure is graduated in parts of a pint (to one pint), ounces and tablespoons. The special shape enables the measure to be used for warming feeding bottles.

ADEXOLIN EMULSION.—Glaxo Laboratories, 56 Osna-burgh Street, London, N.W.1, have drawn our attention to this new product they have introduced. Adexolin emulsion is a pleasant creamy preparation having a content of vitamins A and D accurately standardised to be equivalent to its own volume of best cod-liver oil, and containing also 7½ gr. of calcium lactate in each fluid ounce. In marketing this Messrs. Glaxo are supplying a need which has been felt for a pleasant tasting vitamins A and D emulsion. For opening orders bonus parcel display terms have been arranged.

ALLEN & HANBURY, LTD., Bethnal Green, London, E.2, have sent us particulars of the following new preparations they are putting on the market: (1) Euparitone is a biologically standardised solution of the active fraction of parathyroid glands responsible for the mobilisation of calcium in the blood serum; (2) Torch brand liquid soap shampoo is an attractively packed shampoo which produces a copious refreshing lather and is extremely pleasant to use; (3) Torch brand aspirin lozenges provide a pleasant and convenient means of using aspirin in the treatment of sore throats.—The company also announce that the price of Allenbury's dental cream will be reduced on March 1, and that there will be new bonus terms from that date.



EASTER SOAP NOVELTIES.—Charles Midgley, Ltd., 325 City Road, Manchester, have sent for our inspection some of their latest Easter soap novelties, of which, as will be seen from the above illustration, the company is offering a wide choice. The soaps carry a greeting, and in many instances the container will still be of use after the contents have been removed.

Personalities

MR. T. MAY SMITH, director of A. Boake Roberts & Co., Ltd., manufacturing chemists, London, E., and of Milton, Ltd., has been appointed a justice of the peace for West Ham.

ALDERMAN THOMAS RIDLEY, chemist and druggist, Carlisle, has been made a freeman of the city. Details of Mr. Ridley's civic services were given in the *C. & D.*, December 17, 1932, p. 741.

THE Charles II mortar illustrated in our issue of February 11 (p. 136) was purchased at Christie's on February 16 by Mr. Geoffrey E. Howard on behalf of Howards & Sons, Ltd., Ilford, and it will henceforth find a safe home in Messrs. Howards' museum.

W. BRO. THOMAS MARNS and MRS. MARNS presided over a large gathering at the Ladies' Festival of the Isma Lodge, held at the Café Royal, London, W.1, on February 17. Among those present were many brethren and friends well known in the drug trade, including Messrs. W. J. Beardsley, F. G. Wells, Hugo Wolff, H. J. Kraushaar, F. A. Lawman, A. Hope Darby, John Rennie, H. Sidebotham, E. S. Baynes and G. B. Thompson. During the evening Mrs. Marns was presented with a handsome chiming clock.

Births

Notices for insertion in this column must be properly authenticated.

HALL.—At Millmount, Bailieboro, co. Cavan, on February 18, the wife of Samuel Stuart Hall, Ph.C., of a daughter.

Marriages

HOLDEN—SWORN.—At St. Luke's Church, Weaste, Salford, on February 9, William Holden, chemist and druggist, Stockport Road, Ardwick, Manchester, to Edyth Alexandra Sworn.

ORR—JOHNSTON.—At Fintona Presbyterian Church on February 8, J. T. H. Orr, L.P.S.I., to Mildred, eldest daughter of Mr. M. Johnston, Ph.C., Medical Hall, Fintona.

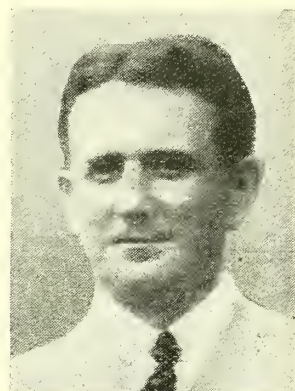
Deaths

FOURACRE.—The funeral of the late Mr. Robert Fouracre, Ph.C., whose death was announced in our issue of February 18 (p. 173), took place on February 16. A service at St. Luke's Church, Finchley, was conducted by the Rev. G. K. Hackett, assisted by the Rev. H. Burne, chaplain to Westminster Hospital. Members of the 2nd Finchley Group Scouts formed a guard of honour. Among those present were:—Mr. H. Skinner and Mr. Hugh N. Linstead (representing the Pharmaceutical Society); Mr. G. R. Boyes; Mr. J. W. Downing; Mr. J. B. Elgar (London Hospital); Mr. J. Hearle; Mr. Harrison; Miss Lindsey; Mr. F. B. Royal (Guild of Public Pharmacists); Mr. J. C. Young; Mr. and Mrs. C. W. Andrews. The dispensary staff of the Westminster Hospital was represented by Mr. Davis (senior assistant), Mr. Henderson and Mr. Pembleton. The interment after the service took place at Highgate Cemetery. There were over forty floral tributes. On the same day a memorial service was held in the Chapel of the Westminster Hospital, the capacity of which was taxed to the full. Among the senior medical staff of the hospital present were:—Sir Stanley Woodwork; Dr. Scott; Mr. Arthur Evans; Mr. Rock Carling; the matron; members of nursing staff; the secretary. Several of Mr. Fouracre's friends in pharmacy were present, including:—Mr. A. H. Jenkin (treasurer of the Pharmaceutical Society); Mr. G. R. Boyes; Mr. F. E. Bullen; Mr. G. W. Gibson;

Mr. W. K. Fitch; Mr. Plowright; Mr. Searle (chief pharmacist, St. Bartholomew's Hospital); Messrs. Davis, Cummings, Drance, Goodhall, and Pembleton (dispensing staff of the hospital).

HAWLEY.—At his residence, Battledown Lodge, Hale's Road, Cheltenham, on February 12, suddenly, Mr. Thomas Herbert Hawley, chemist and druggist, Hewlett Road, aged sixty. Mr. Hawley, who was a freeman of the city of Coventry, carried on business in Cheltenham for upwards of thirty years. His pharmacy was illustrated in *THE CHEMIST AND DRUGGIST*, 1928, II, 37.

OWENS.—At a Rusholme nursing home, on February 12, Mr. Thomas Owens, F.B.O.A., chemist and druggist, 126 and 126A Oldham Road, Miles Platting, Manchester. Mr. Owens commenced his training in pharmacy under the late Mr. David Owen, Amlwch, and after gaining further experience in Liverpool and London qualified in 1900. A period with Symes & Co. Liverpool, followed, and eventually Mr. Owens acquired his business in Manchester, adding after a time the adjoining premises for the extension of his optical department. He was assisted by his twin sons, who are Fellows of the Institute of Opticians, and had lately opened an optical branch in Anglesey, to which he intended to devote his time. Mr. Owens was a member of the Manchester Pharmaceutical Association, of the Manchester Pharmacists' Golfing Society, and of two other golfing institutions. He held seventy prizes for golf in various parts of the country, and will be greatly missed by his colleagues, particularly those who met him in local sporting events.



Photo]

[Cleworth

MR. T. O. OWENS

TALBOT.—At Salisbury, on February 6, Mr. James Talbot, wholesale druggist, aged eighty-five. Mr. Talbot was a native of the city, and in 1864 was apprenticed to a local chemist. In 1874 he commenced business on his own account in Milford Street. Mr. Talbot was a governor of Salisbury Infirmary.

WHITING.—At his residence, Hesselton, Barton Road, Hereford, on February 17, of pneumonia, Mr. Ernest Milburn Whiting, chemist and druggist, managing director of Chave & Jackson, Ltd., chemists, 6 and 7 Broad Street, aged fifty-five. Mr. Whiting was apprenticed in 1894 to the late Mr. J. J. Jackson, Ph.C., and qualified in 1900. He gained experience in London and Doncaster, and returned to Chave & Jackson as manager in 1902. The business was turned into a private limited company in 1907, when Mr. Whiting became a director. After the death of Mr. Jackson in 1927 he became managing director. Mr. Whiting was a member of the local insurance committee and of the local chamber of commerce. He was a good friend to all who knew him, and his death is greatly mourned throughout the city and county.

Wills

MR. WILLIAM BAILLIE, Edrom Villa, 7 Crossland Crescent, Peebles, chemist and optician, who died on November 5 last, left personal estate in Great Britain valued £5,085.

MR. JAMES WALTER WHITE, M.Sc., F.L.S., Warnham, 18 Woodland Road, Bristol, head of the firm of Giles, Schacht & Co., chemists and druggists, Clifton, and a noted botanist, who died on October 26 last, aged eighty-six, left estate gross value £10,108, with net personality £5,922.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

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| F/132. Coltsfoot and lobelia asthma cure | E/222 Phenosol tablets |
| C/212. Gorani powder (for baiting rats) | P/202. Roman meal (food product) |
| L/212. Lion brand coal-tar and pitch | B/222. Sanitalb tests |
| N/222. Onihocaine | E/222. Taylor's Q.V.R. oint- ment |
| E/222. Orgean disinfectant | F/192. Ung. eupro-argent |
| | J/222. Victory polishing pads |

THE CHEMIST AND DRUGGIST

VOL. CXVIII. FEBRUARY 25, 1933 NO. 2768

The Fair and the Pharmacist

IN the world of commerce the principal event of the week has been the opening of the British Industries Fair. In his speech broadcast a few days before the opening, the President of the Board of Trade pointed out that this year's Fair has beaten all records, and that it now occupies the premier position among trade displays throughout the world. The heavy industries have a show to themselves in Birmingham. The textile industries are at the White City, and at Olympia there is a miscellaneous series of exhibits, including toys, silverware, pottery, glassware, and also chemicals and drugs. Taking everything into consideration, it is estimated that there are in all twenty miles of exhibits, over eighty trades being represented; as we point out in our notice of the Fair commencing on p. 200, the space taken is considerably greater than last year, and there are 17 per cent. more exhibitors. "Acting on the military axiom that the best defence is to attack, British manufacturers," Mr. Runciman remarked, "are showing the world what they can do." It is stated that overseas visitors have come from seventy-seven countries—twice as many as last year; but one has yet to learn their reactions to the entrance fee of 2s., which this year is charged to each buyer and to every member of the public on the days when the public are admitted. The free ticket is now abolished (as an economy measure), and the proceeds of the entrance fees are to be used "to advertise the Fair"—next year's Fair, we presume. After making due allowance for the lyrical licence accorded to professional and non-professional propagandists, it is evident that this year the Fair has been taken up seriously by a considerable number of manufacturers, who regard it as an incentive towards the development of home, but more particularly export, trade. This is especially marked in the heavy industries and among the textiles. It is not so evident among the smaller trades (with the exception, perhaps, of toys), and so far as chemicals and drugs are concerned the result is somewhat disappointing.

Fewer Chemicals and Drugs

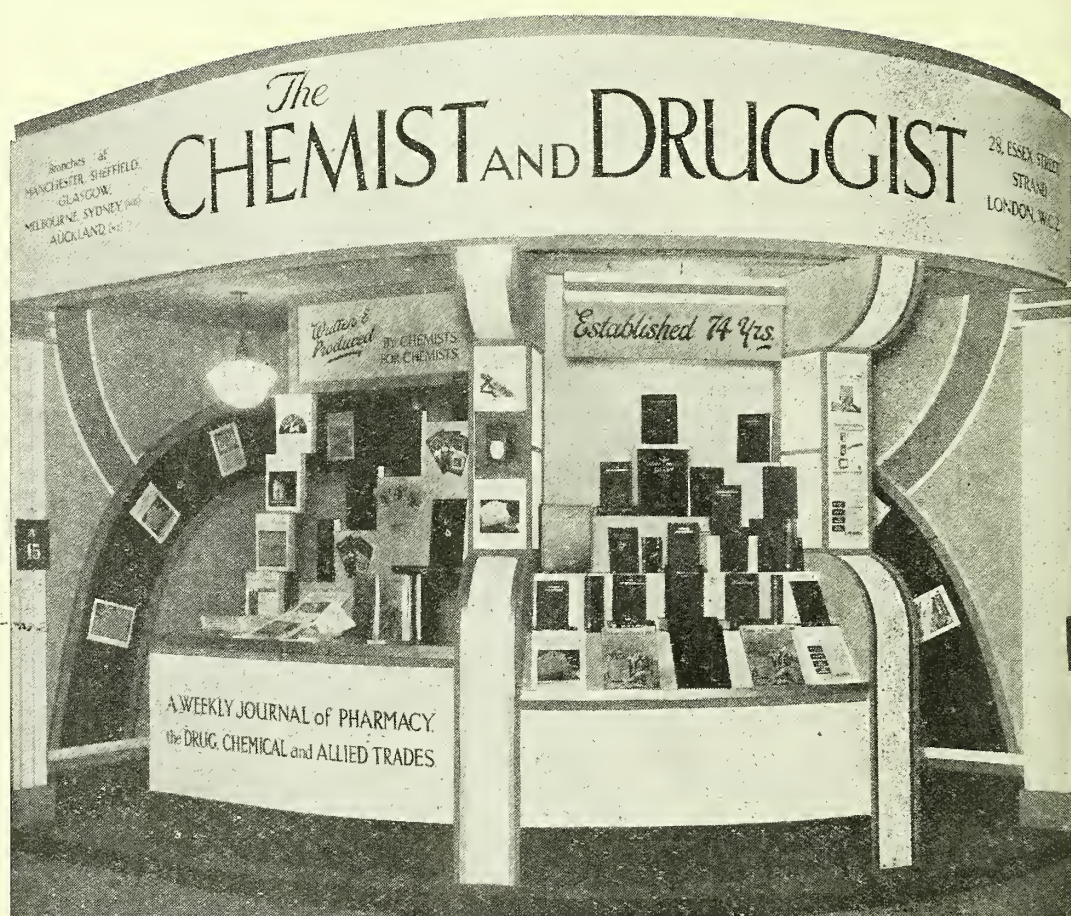
It is very difficult for a visitor, in the first place, to discover the exact *locale* of the chemical section at Olympia; and, when discovered, the exhibits, many of which are of exceptional merit, are surrounded and dwarfed by larger stalls having nothing whatever to do with the industry. It is understood that space for the chemical section this year was officially restricted, with the result that some of the important firms, both in the heavy and in the fine chemical industries, who could not get what they considered appropriate sites, are not represented at all, while others had their previous floor space cut

down by half. Why this should be so is a mystery, and it would be interesting to analyse the workings of an official mind which appears to regard the worldwide traffic in dolls and "Teddy bears" as of more importance than the medicinal requirements of the nation. When it is considered that chemicals form one of the most important key industries of the world, it is amazing that so little attention should be paid to them. This is not altogether the fault of the manufacturers themselves, for we learn that some of the positions offered to prominent manufacturers were such that they did not consider them worthy of their attention, and at least three well-known post-war pioneer firms in the fine chemical industry are not represented this year. As a matter of fact, looking at the Fair as a whole, it would appear that British pharmacy and British pharmaceutical products, strictly so called, are apparently not items in which overseas buyers are likely to be interested. This we know, from personal experience and from direct inquiries at the C. & D. exhibit, to be the reverse of the fact.

Awkward Arrangement

Others from overseas, who are interested in the allied industries of perfumery, toilet specialities and druggists' sundries, will have the same difficulty in finding the displays they want. Several of these displays are particularly elegant and attractive, but they are not in any way associated at Olympia with the section to which they rightly belong. "Druggists' Sundries," which is the official designation for the perfumery and toilet sections, is far away from the chemical section, on a separate floor. On that particular floor there are one or two firms who have had advantageous positions allotted to them, and have taken full advantage, but in other cases firms with international reputations and very fine exhibits have been relegated to obscure and badly lighted sites. One can appreciate the difficulties of the administrative staff in planning space for the various sections, but the almost contemptuous neglect of one of the most important industries in the country is so marked that it is to be hoped it will not be repeated. When the new scheme for doubling the size of Olympia has materialised, perhaps the chemical industry and pharmacy will have a better chance. Meanwhile, those firms who, in spite of all the incidental drawbacks, have taken space have made very good use of it, so that there are plenty of indications that the exhibitors are fully alive to the needs of the future, and that they have the initiative and creative ability to cater for all that is necessary to meet world competition. British manufacturers of chemists' merchandise fully realise the necessity for retaining export business, and they are among those who, in accordance with Mr. Runciman's dictum, face the world with confidence that Britain is still the finest manufacturing country in the world. But the nation, and especially the official mind, must wake up to the value of an industry which demands better recognition before it can contribute fully towards the economic recovery which, as the Prince of Wales said at the Mansion House on February 20, the whole world seeks.

AT THE

B · I · F ·*Notes on the Principal Features***BRITISH INDUSTRIES FAIR, LONDON****FEBRUARY 20—MARCH 3, 1933**

THE British Industries Fair, 1933, opened in London and Birmingham on February 20 and closes on March 3. Certain rearrangements have been made in the relative positions of the various sections at Olympia, W.14, and the furniture has been sent to join the textiles at the White City, W.12. The total area occupied this year by the London and Birmingham sections is 709,677 square feet, an increase of about 17 per cent. over the corresponding area of last year's Fair. For the first time a charge of 2s. is made for admission at Olympia and the White City; trade buyers receive on paying the admission fee a badge admitting them for the period of the Fair. Admission to the Birmingham section is free. Her Majesty the Queen and other members of the Royal family are visiting the Exhibition from time to time. The hours of admission at Olympia and the White City are 9.30 a.m. to 7.30 p.m. (except Sunday); the public are admitted from 4.30 to 7.30, and on February 25 from 9.30 to 7.30. At Birmingham (Castle Bromwich) the hours are 10 a.m. to 6 p.m. (except Sunday). It is announced that at a later date the accommodation at Olympia is to be doubled by the erection of a new building. The site which has been acquired is on the south side of Hammersmith Road, and the improvements to be effected will include the removal of Addison Road Station to a point adjoining Addison Bridge.

The exhibit of the Empire Marketing Board appears to have been considerably enlarged this year. The countries taking part are England and Wales, Scotland, Northern Ireland, Canada, Australia, New Zealand, South Africa, Newfoundland, Irish Free State, India, Southern Rhodesia, Eastern African Dependencies, Malaya, Cyprus, Trinidad and Tobago, Mauritius, and Fiji. The last-named is exhibiting for the first time. Although the exhibits consist mainly of foodstuffs, there are a few products of interest to the drug trade. At the Newfoundland stand, for example, there is a good display of cod-liver oil, both medicinal and for poultry feeding. New Zealand contributes honey, and Australia an interesting collection of pearl-shell and tortoiseshell products. Prominent on the stand of the Irish Free State is carrageen moss, and visitors are invited to sample popular dishes made from it. From Malaya come palm oil, areca nut and dragon's blood, while Cyprus sends a range of drugs including cumin seed, coriander seed and aniseed. Against a background of native wares, illustrating the life of the colony, Fiji shows such products as sugar, copra, arrowroot and kauri gum.

The Prince of Wales was the chief speaker at a dinner given at the Mansion House by the Government, on February 20, to mark the opening of the Fair. Sir Philip Cunliffe-Lister (Colonial Secretary) presided, and among those present were many ambassadors and members of the Diplomatic Corps. Pharmacy was represented by the president of the Pharmaceutical Society (Mr. F. Gladstone Hines), Mr. W. J. U. Woolcock, C.M.G., C.B.E., and the assistant editor of *THE CHEMIST AND DRUGGIST*. In proposing the toast of "The British Industries Fair," his Royal Highness referred to the Fair, first in its domestic aspect and secondly in its international scope. After an eloquent reference to "the paradox of millions of people haunted by poverty and demoralised by lack of employment, while living in a world rich in actual and potential resources," the Prince continued:—

"Hands have not lost their cunning, nor brains their fruitful capacity for new and profitable ideas. We are pulling through slowly, but in the process there must be no narrow nationalistic exclusiveness. The doctrines of economic self-sufficiency and excessive

nationalism spell disaster in the changing conditions of modern life. No individual producer, no industry and no nation can command economic destiny single-handed, nor can it pull through alone. All the nations are realising more and more that they are economically interdependent, but, in spite of this encouraging fact, we have not as yet found a fully effective form of international co-operation nor a practical way to reconcile limited consumption with unlimited production. We in this country feel that we are now building strongly for the future, for our trade, and for world trade."

In the following paragraphs we summarise our impressions of the stands of interest at Olympia and the White City.

Drugs, Chemicals and Proprietaries

ALBRIGHT & WILSON, LTD., show their usual range of fine and pharmaceutical chemicals. A glass showcase containing such products as hypophosphites, glacial phosphoric acid, carbon tetrachloride and glycerophosphates occupies the centre of the stand. An interesting exhibit this year is the Oldbury carboy-emptying device which is stated to be simple, safe and economical.

FREDERICK ALLEN & SONS (POPLAR), LTD., have arranged a comprehensive exhibit of acids, oxalates, stearates and oleates. Fertilisers is another branch of the chemical trade in which the company specialise.

A. BOAKE, ROBERTS & CO., LTD., have departed from their usual style of display, and have produced this year a very striking exhibit. Arranged along the two walls (the stand is a corner one) is a comprehensive display of essential and terpeneless oils, chemicals, oils of peppermint of all kinds and grades, synthetic menthol, stearates for cosmetics (zinc, magnesium and aluminium), perfumes and perfume bases for brilliantines, creams, powders, toilet soap and lotions, and deodorisers. There is also on view a complete range of synthetic musks, that is, musk xylol, musk ambrette and musk ketone.

W. J. BUSH & CO., LTD., have a handsome corner stand distinguished from other corner stands by an hourglass, the "sand" in which consists of aspirin. This forms an excellent opening for discoursing to the interested visitor, whose attention is led from aspirin to other chemicals of the new B.P.—sodium benzoate, cream of tartar, paraldehyde, thymol and so forth. Thence the conversation runs on vanillin, coumarin, heliotropine, synthetic rose and other perfumes, methyl cinnamate, amyl cinnamic aldehyde and many other fine chemicals.



FERRIS & CO., LTD.

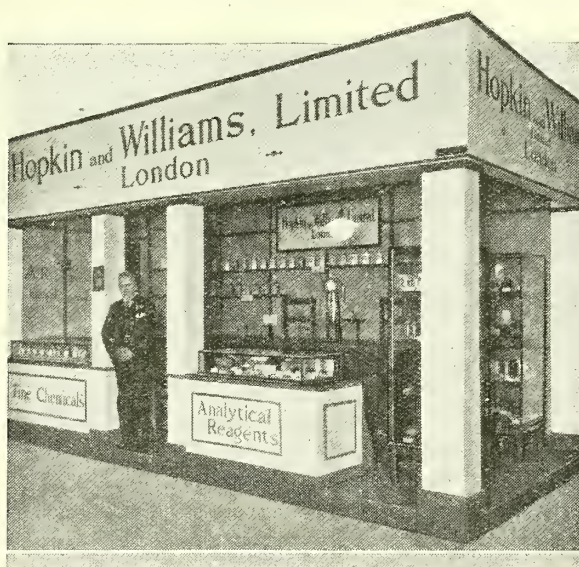


A. BOAKE, ROBERTS & CO., LTD.

HOPKIN & WILLIAMS, LTD., who have been manufacturing fine chemicals in this country since the middle of last century, draw special attention to the company's well-known H. & W. brand of analytical reagents and to a book published by them giving specifications governing the purity of these reagents. Many organic compounds are finding application as reagents for the detection and



THOMAS MORSON & SON, LTD.



HOPKIN & WILLIAMS, LTD.

determination of metals, and an excellent selection of these reagents, manufactured in the company's own laboratories, is on view. Stains in solid form and compound stains in solution covering all branches of microscopy, including Leishman's stain, Giemsa's stain, May-Grunwald's stain, form another section of the exhibit. A number of interesting fine organic chemicals are shown, such as hippuric and malonic acids, 2:4 dinitro phenylhydrazine (reagent for carbonyl compounds), *p*-nitrocinnamic acid, ethyl *p*-nitrocinnamate, *p*-nitrobenzyl cyanide, and *p*-nitrophenylacetic acid. The company specialises also in chemicals for photographic plate, film and paper manufacture. There is also a fine collection of radio active uranium-bearing minerals and products.



HOWARDS & SONS, LTD.

HOWARDS & SONS, LTD., display, as for many years past, drugs and chemicals ranging from cinchona bark and its alkaloids to the latest plasticisers. Such names as sextol stearate and cyclohexane are not of everyday occurrence in the retail trade, but they serve to indicate the extent of Messrs. Howards' scope in manufacture. In other sections of the stand will be found Howards' ether, synthetic menthol, aspirin, quinisal, mercurials, avantine and many other chemicals; while a selection of choice pharmacy pots lends distinction to the commercial aspect which is the primary purpose of all exhibitors.

IMPERIAL CHEMICAL INDUSTRIES, LTD., occupy three stands this year. The first, situated in the Grand Hall, is devoted to such products as sodium salicylate, sodium citrate, sodium phosphate, sodium bromide, waxes, Chloros disinfectant, ammonium carbonate, benzoic acid, chloroform and non-inflammable solvents. The second stand (Empire Hall) is utilised to display Drilcold (solid carbon dioxide) and apparatus, while the third (National Hall) is devoted to plastic products.

In addition to participating in the Empire Marketing Board display, the GOVERNMENT OF INDIA has a double stand in Section A, at which perfumes and chemicals (fine and heavy) are shown. Some of the chemical specimens are sent by the CALCUTTA MINERAL SUPPLY CO., LTD., Jackson Lane, Calcutta.

JOHNSON & SONS MANUFACTURING CHEMISTS, LTD., have an exhibit of great interest from the pharmaceutical and the photographic standpoints. There is a selection of tinctures, emulsions, liniments and so forth of their manufacture, and, we need hardly add, a range of the photographic chemicals for which they are famous.

Among the latter appear silver nitrate, amidol, metol, pyrogallol acid, hydroquinone, glycin, chlorquinol and azol, together with developing and fixing solutions prepared for use.

MACLEANS, LTD., are giving prominence to Clotabs, their new tablets containing a highly vitaminised cod-liver oil extract, thus rendering dosage accurate and pleasant. At the same stand are to be seen the company's Stomach Powder and tablets, Peroxide tooth-paste, Oslo pine bath salts and a large range of toilet preparations.

THOMAS MORSON & SON, LTD., have selected this year for their stand a dignified and effective setting in light oak panelling, with pictures, pharmacy pots and pieces of old-time apparatus as background to the fine chemicals shown. These include Morson's soluble kresote, bismuth salts, bromides, glycerophosphates, Osmo-kaolin, stearates, research chemicals and scale preparations—a fascinating and artistic display.

THE TRADE COMMISSIONER FOR MYSORE has a useful group of exhibits, some of which are of pharmaceutical interest. Among these may be mentioned sandalwood oil, distilled in the Government factory at Mysore (the high purity of which is universally acknowledged), and sandalwood oil soap, packed in boxes of three tablets. Incense sticks burning in the background increase the attractiveness of the stand.

W. T. OWBRIDGE, LTD., have their usual well-arranged display of Owbridge's Lung Tonic and other proprietaries.

THE STANDARD TABLET CO. have an effective display consisting chiefly of tablets and pills. Ordinary formulas



Above, T. F. BRISTOW & CO., LTD.

Below, CHARLES MIDGLEY, LTD.



CUSSONS, SONS & CO., LTD.

are represented, and such unofficial preparations as anti-obesity tablets and thermal wool are also on view.

THOMAS TYRER & CO., LTD., have an excellent exhibit of pharmaceutical and technical chemicals. In the former must be mentioned scale preparations and bismuth salts, the lightness of the carbonate being demonstrated in a forceful manner. The specimens of citrates, acetates, bromides, stearates and iodides cannot do otherwise than enhance the company's reputation for quality, and as an instance of the care taken in the preparation of their products, attention must be drawn to the special stopper used on bottles containing A.R. chemicals to prevent any foreign matter entering the container. Finally, mention must be made of an excellent sample of caustic soda sticks on view and of the company's only proprietary, Roc embrocation.

WHIFFEN & SONS, LTD., whose name one automatically associates with the manufacture of pharmaceutical chemicals, have on view a fine array of alkaloids, including strychnine, quinine and caffeine, liquid extracts and essential oils. There is also a special display of iodides and bromides, while prominent positions are occupied by camphor tablets, sal prunella balls (in various sizes and colours) and vermilion. In proprietary lines attention is called to Gelozone, a vegetable colloid for manufacturing purposes, and the well-known range of Staniform products.

WILLIAMS (HOUNSLOW), LTD., have a comprehensive exhibit of dyes for all purposes, including that of colouring toilet preparations, now largely in vogue. Among the dyes for scientific or medical use are Biebrich scarlet, neutral red, trypan blue and Congo red concentrated. Possibly, by the time the next British Pharmacopœia is compiled, Messrs. Williams will have evolved the much-desired ideal colouring for compound tincture of cardamoni.

Other manufacturers exhibiting in this section include BRITISH INDUSTRIAL SOLVENTS, LTD. (acetic acid, acetaldehyde, paraldehyde, etc.); and SPENCER CHAPMAN & MESSEL, LTD. (sulphuric acid, nitric acid, hydrochloric acid).

Toilet Preparations and Requisites

ADDIS & SON have secured a corner stand where, with the aid of a full-sized boar and dark panelling, they make an appealing exhibit of tooth-brushes, nail-brushes, dental plate brushes, and other goods of their manufacture. This is one of the best among many clever ideas in the art of display.

ALLWOOD BROTHERS have arranged their carnations in real beds of soil and turf, forming a miniature horticultural show. Their Carnation perfumery is, as usual, well in view; and insecticides, fertilisers and other horticultural requisites make up an attractive display.

ANZORA PERFUMERY CO., LTD., inform us that their well-known products, Anzora and Anzora Viola, continue to maintain their popularity, and chemists who wish to link up with the company's publicity can obtain some striking new display material on application. Messrs. Anzora's newest line is spirit brilliantine for ladies, which is available in jasmin and violet perfumes.

BIDWELL, BIDWELL & CO., LTD., have a well-arranged display of brushes for toilet purposes, including a striking group of shaving brushes.

BRIDGEN & GRIFFEN, LTD., have a display of British-made perfume sprays which shows that the skill of the workers in this country has greatly improved of late, and, while rapidly overhauling foreign makers, they are developing a style of their own which is equally pleasing. It is interesting to note also that attention has not been exclusively confined to the expensive models; hand-decorated ones there were, but we were also shown others which should be saleable even in businesses furthest remote from the West End of London.

T. F. BRISTOW & CO., LTD., have a comprehensive display of their well-known soap and perfumery products. Prominent on the stand are three distinct series of toilet goods, Georgian, in red and grey; Blue Lilac, in blue and grey; and Ambre Divin, in orange and silver. The popular English Wallflower is also shown. Other lines on view include medicated soap, toilet and shaving soap, shaving cream, gift caskets, Sulpho-cream soap and round-shaped bath tablets.

THE BRITISH XYLONITE CO., LTD., in addition to showing their range of Halex tooth brushes, have on view a new model of a pneumatic hair brush. The handle and back of this is made of moulded material and is consequently obtainable in various colours, including white and ebony, while the rubber and bristle portion is removable for washing purposes, a new departure in hair brushes, so far as we are aware. The company is also displaying good-quality shaving brushes with non-split handles, and a range of toilet sets in delicately tinted material.

H. BRONNLEY & CO., LTD., have a reputation for high-class toilet products, and their exhibit at once conveys that impression to the visitor. The company have lately introduced a toilet size of their popular pine bath tablet of soap and a small size of the Ess Viotto. Bronnley's cream is another product which is being specially displayed, and the companion line, Bronnley's bath salts with lemon, should not be overlooked. The Bronnley girl trade mark is well known, and the company has had designed some large chromium display stands of it which will be loaned to chemists who stock "Toiletries of Quality."

THE BUTYSLEEP SALES CO. show a simple appliance for wearing in cases of unsightly chin, with a view to removing unwanted folds and wrinkles. This is relatively inexpensive, and with it go a lotion and a cream sent out in distinctive packings.

CORFIELD, LTD.,
who make

vanity cases and pressed-metal fancy goods of every description, are displaying many excellent specimens of their work, and it is interesting to note how many names familiar in the drug trade appear thereon. Included in a range of aluminium ware are inexpensive hot water bottles.

CUSSONS, SONS & CO., LTD., have, as usual, a handsome stand in an exclusive design, and—equally important—a large staff of alert representatives ready to offer guidance to the passing visitor, who, without any waiting, is shown the points of any or all of the goods on view. Prominent among these are new Ravon series in Frolic and Vashti perfumes, and the well-known and extensive (but not expensive) lavender range. The lower-price lines, which "live wires" will find competitive, to their advantage, include a new sixpenny shaving cream and two kinds of boxed (three-tablet) soaps, pine and coal tar; the appeal of these from the customer's standpoint is obvious, and they show an excellent margin of profit.

THE DUBARRY PERFUMERY CO., LTD., have arranged their exhibit in the form of a series of complete window displays. There are some fifteen such displays on view, each one, as a rule, being devoted to a distinct Dubarry series. Thus there is the shaving soap display, bath cube display, talcum display, eau de Cologne display, and so on. These displays may be obtained free of charge with certain orders. A very complete range of Dubarry products is shown on the stand.

THE FENTON MANUFACTURING CO. called our attention to their excellent range of wool puffs, sponge bags and hold-alls. In the last-named there are some particularly attractive ones on view, especially those designed in two colours. Men as a rule prefer more subdued shades, and the firm have set themselves to meet this demand.

The gaily coloured stand is one of the most attractive in the exhibition.

DAVID HOLLANDER & SONS have an attractive display of manicure sets, lipsticks, cream ejectors and many goods in various colours.



SOLPORT BROTHERS, LTD.



Top, H. BRONNLEY & CO., LTD. Below, R. F. WHITE & CO., LTD.

R. HOVENDEEN & SONS, LTD., show a wide range of soap, perfumes and toilet preparations.

"IVA" MANUFACTURING CO. have a striking exhibit of Iva (fur) puffs, in soft pastel shades. Silk handkerchief puffs, bowl puffs, sports puffs and others make up a stand that is sure to attract attention.

JARRETT, RAINSFORD & LAUGHTON, LTD., have one of the largest displays to be seen in the Fair, comprising compactum powder boxes, lipsticks and many other toilet requisites in a variety of colours and prices.

The name of G. B. KENT & SONS, LTD., is introduced in the official catalogue of the Fair with the concise addition "manufacturers of best British brushes of every description." This is not a bad account of this well-known house, and the excellent selection of brushes on view at their stand confirms it.

ROBERT KELLY & SONS, LTD., are showing safety razors in moulded bakelite and contend that those made entirely of metal are obsolete. In support of this they point out that the bakelite massages the skin, and the instruments used by beauty specialists are nearly always made of this material. As with most bakelite products the razors are available in various attractive colourings, and there is also shown a container in the shape of a shaving-stick case for holding the component parts of a razor. The company are also large manufacturers of safety-razor blades, which they supply under the names of Kelson and Two Dee; they also pack "own name."

GEORGE H. LAWRENCE, LTD., called our attention to the new Laurel safety razor, one of the least expensive on the market, and Dumb-bell blades. The razor has a slotted guard with a smooth surface to bear on the face while the blades are of a new pattern.

CHARLES MIDGLEY, LTD., have a striking display of soap and soap novelties. Prominent on the stand is a selection of soap eggs, each complete with bakelite egg-cup; this line is supplied in assorted colours. An interesting novelty is a glass model of a saloon motor car filled with perfume. There is also on view a good range of Christmas coffrets, including, it was noticed, some useful lines for men. Other lines which deserve mention include bath salts in fancy containers, Duma eau de Cologne, "own-name" soaps, and a germicidal soap which can only be sold by chemists. A series of cheaper soap lines showing a liberal margin of profit is on view at the stand of HOPE'S SOAPS. The display includes palm and olive soap, bath salts wrapped in cellophane, and bulk soaps for which special offers are available.

W. J. MYATT & CO., LTD., are showing a complete range of their razors and blades. Among the former is one the case of which is no larger than a postage stamp, while in regard to the latter the price of the Auto blades has been reduced. Chemists will note with interest that the company maintains its policy of having nothing to do with gift schemes. A razor blade department has been opened at Messrs. Myatt's showroom at 94 Hatton Garden, London, E.C.

JAMES NEILL & CO. (SHEFFIELD), LTD., are showing Eclipse safety razor blades, and a new safety razor which, we learn, is shortly to be placed on the market. This embodies considerable improvements, including the ingenious incorporation of a magnet in the handle, the convenience of which will commend itself to everyone who uses this type of razor. A more detailed announcement appears on another page of this issue.

OCEAN RAZOR BLADES (GREAT BRITAIN), LTD., are the manufacturers of a wide range of safety razor blades, but particular attention is directed to the Universal, which, it is stated, will fit all three-hole types of razor. The company also make blades to sell as "own name."

On the stand of POTTER & MOORE, LTD., is displayed a range of the well-known Mitcham lavender products, including a new purse bottle fitted with a bakelite outer cap and a small bakelite inner screw cap. Powder-cream contained in dainty mirror-fitted jars is also shown. Other recently introduced lines include Blue Ribbon solid eau de Cologne, spirituous lavender brilliantine and a redeemed talcum powder tin.

C. L. SHARD & CO., LTD., have introduced a safety razor which is somewhat out of the ordinary. It is of the three-hole type, but the guard is set at an oblique angle

with the blade edge, though the handle is at right angles with the guard. Therefore, as the razor is drawn over the face the blade automatically shaves on the slant. The razor is available in three models.

A. SIMPSON has so large a display of shaving brushes that the adjective "complete" may well be applied for once. Some of these are really works of art, and it is evident that the real badgers in the centre of the stand will prove a considerable attraction.

SOLPORT BROTHERS, LTD. are showing an extensive range of their products. In waterproof goods—sponge bags, holdalls, travelling companions, etc.—novel and striking designs are on view; silk products also attract attention. Their Mayflower, Planet and Balmoral series are noteworthy. The new cellophane "dust-tight" packing of Watersprite knitted face-squares in a handsome counter carton is sure of an appreciative welcome at the slight additional cost, and the patent Justso elastic wrist strap seems to be the last word in accuracy of adjustment and reliability. Messrs. Solport, we understand, have been appointed sole distributors of the ingenious Tribo nail polishers and emery boards, a practical novelty retailing at a low price. These are also shown, and orders are being taken for stock shortly forthcoming. Powder puffs in a wide variety of style and colour dominate this exhibit, and the reputation of the company is undoubtedly advanced by this tasteful display.

SOUPLEX, LTD., have brought out a new safety razor the chief features of which are a combless guard plate to ensure easy gliding over the skin; cones on the plate to support the blade and prevent pinching; slots in the guard plate to allow the hair and lather to escape. Two models are available. The company also make a range of razor blades, the latest addition to which is the Big Ben.

R. F. WHITE & CO., LTD., have a neatly arranged display of fine toilet soap, perfumery and toilet requisites. Special features include soap novelties, 1 lb. tablets wrapped and unwrapped, shaving sticks and medicated soaps.

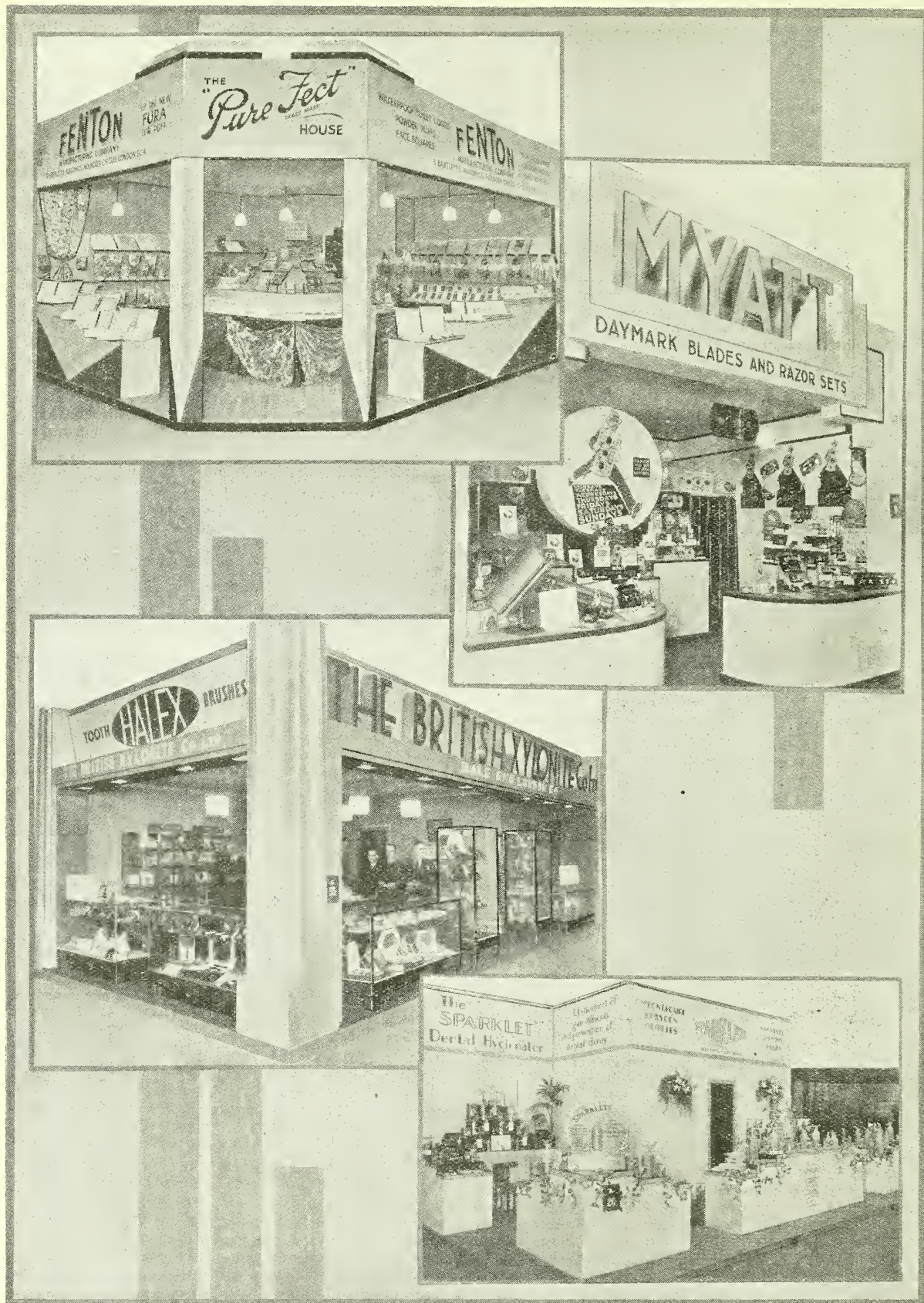
Among other exhibitors in this section are:—BATHES' PERFUMERS (Devon violets perfumery); THE BRITON BRUSH CO., LTD.; E. N. BROMAGE & Co. (flower perfumes); A. S. CARTWRIGHT, LTD. (vanity boxes and soothers); ENOLIN (1926), LTD. (dentifrices and toilet soaps); FAUDELS, LTD. ("Gainsboro" perfumery); FREERS MANUFACTURING CO., LTD. (toilet preparations); HINDES, LTD. (hair brushes, body friction brushes); DANIEL HONE (holdalls, sponge bags); KASINOID, LTD. (combs and fancy goods); EDWARD MYERS (brushes); SHAVER ZEKKOL MANUFACTURING CO., LTD. (Shaver shaving cream, Zee Kol preparations); SORBO RUBBER SPONGE PRODUCTS, LTD. (rubber sponges, etc.); TITTERTON & HOWARD, LTD. (brushware); THE VULFAX SHAVING BRUSH CO., LTD.; THE WAIVER RAZOR CO., LTD. (safety razor blades); THOMAS WARD & SONS, LTD. (Wardonia safety razor blades).

Miscellaneous

THE BRITISH HANOVIA QUARTZ LAMP CO., LTD., have an exhibit within an exhibit, for they are showing not only their various models of artificial sunlight lamps but also the application of ultra-violet rays to testing. So far as drugs and chemicals are concerned this was dealt with in the C. & D. recently (1932, I, 421). An informative book on "The Quartz Lamp" (The Sollux Publishing Co., Slough) and ultra-violet therapy is obtainable from the company, who also publish a quarterly magazine entitled "Quartz Lamp."

THE CHEMIST AND DRUGGIST has taken stand No. A 15, where trade visitors from this country and overseas will be welcomed. Telephone: Shepherd's Bush 4791.

THE CLAROCIT CO., LTD., are showing two products of interest to chemists. One is Clarocit, their well-known preparation for preventing the condensation of moisture on spectacles, mirrors and glassware generally; the other line is Clarocine, a cleansing and polishing antiseptic liquid for spectacles. The latter can be obtained in display stands, neatly packed with a set of polishing cloths (each with a suitable motto), or a combination outfit of the two products is available.



Top: FENTON MANUFACTURING CO.; Below: THE XYLONITE CO., LTD.; Bottom: SPARKLETS, LTD.; Above: W. J. MYATT & CO., LTD.

CORONET CAMERA Co. are offering remarkable value in still and ciné cameras. In the former there are well-finished roll film box cameras which must rank among the least expensive on the market, and the same remarks apply to the folding ones and the ciné camera. The latter (for 9.5 mm. film) brings cinematography within reach of the million, and there is a projector which appears to be an equally soundly constructed instrument. The folding cameras include self-erecting models, one of which has an f 7.7 lens by Taylor, Taylor & Hobson.

THE CORRUGATED PACKING MATERIALS Co., LTD., show corrugated rolls, cartons, tubes, cut pieces and boxes in a range of colours, as well as toilet rolls and waterproof papers. While at this stand our representative was shown samples of Alanap "suedette," which is described as a perfect imitation of genuine suede, and which appears to be a suitable covering for fancy boxes and other articles. The agents are Frank D. Weller, Ltd., who also represent The Corrugated Packing Materials Co., Ltd., and Cellulose Wadding Supplies, Ltd.

THE DRAYTON PAPER WORKS, LTD., have a comprehensive display of cartons, toilet rolls and wrapping papers, in various grades and styles, giving plenty of choice for the buyer who wants to avoid the packing used by his neighbours.

J. G. INGRAM & SON, LTD., are showing a wide range of surgical indiarubber goods, including syringes, air cushions, hot water bottles, bed sheeting and bottle teats. We were told that in spite of the competition from moulded hot water bottles, the Eclipse, which is of the canvas-lined seamed type, is ever growing in popularity with discriminating buyers.

THE METAL BOX Co., LTD., have an exhibit which incorporates representative samples of the tin containers manufactured by a number of associated companies. In the section devoted to boxes suitable for the needs of the drug trade appear a number of specimens bearing the names of well-known houses.

REDFERN'S RUBBER WORKS, LTD., are exhibiting their rubber flooring, stair treads, mats (lettered and plain) and rubber furnishings. Redfern's rubber flooring is available in a variety of colours which enables it to harmonise with existing schemes of decoration. The display of rubber mats includes specimens for practically every purpose, and the other uses of rubber are also exemplified.

ROBINSON & SONS, LTD., have two features in their exhibit that should appeal to chemists. One feature is a collection of over 300 original (and modern) designs suitable for cardboard boxes; some of these designs have been prepared by members of the Royal Academy and other well-known artists, and all embody a definite appeal to everyone who realises that there is a relation between art and industry. The other feature is a collection of specimen boxes and lids representing orders supplied by Messrs. Robinson, and forming in effect a compendium of the proprietaries trade, many "household words" being assembled in this interesting window.

SOZOL (1924), LTD., display Oteg egg preservative for dry storage of eggs in shell. The simplicity of the method is demonstrated at the stand.

SPARKLETS, LTD., have an exhibit of considerable interest from the point of view of medical, surgical and dental technique. We refer particularly to the small containers, each a few inches long, filled with oxygen, carbon dioxide or a mixture of the two gases and arranged in convenient groups. The convenience of this system is obvious. Particulars of this development may be obtained at the stand, where may also be seen the "dental hygienator," an atomiser combining carbon-dioxide and sodium perborate under pressure.

THAMES BOARD MILLS, LTD., have a comprehensive display of Fiberite packing cases (solid and corrugated), which can be supplied printed. Cardboard and Essex wallboard in great variety are also on view.

THE VISCOSE DEVELOPMENT Co., LTD., show Viskaps and Visrings for sealing bottles and like containers. A good range of mouldings in bakelite and similar materials is also shown.

British scientific instrument manufacturers have a comprehensive display featuring the products of, among others, W. WATSON & SONS (optical instruments), ROSS, LTD. (lenses), ENSIGN, LTD. (cameras), CHANCE BROTHERS & Co., LTD. (optical glass), ILFORD, LTD. (photographic sensitive material), SHORT & MASON, LTD. (barometers), BARR & STROUD (binoculars), R. & J. BECK, LTD. (optical instruments), BAIRD & TATLOCK (LONDON), LTD. (chemical laboratory apparatus).

Products made from plastic materials are again in evidence at a large number of stands, and the articles of interest to chemists include bottle caps, cream pots, powder bowls and cups. Among the manufacturers showing such lines are BAKELITE, LTD.; THE BEETLE PRODUCTS Co., LTD.; BROWNIE WIRELESS Co. OF GREAT BRITAIN, LTD. (who include Manex manicure specialities among their exhibits); CROYDON MOULDRITE, LTD.

Office equipment, using the term in a wide sense, is well represented this year. BUSINESS ACCOUNT BOOKS, LTD., have a good selection of their "All-in-one" books of account on view; a new style, issued at the reasonable price of 5s. 6d., covers the requirements of small businesses and is worth inspection. Among other exhibitors in this department are:—ART METAL CONSTRUCTION Co. (office equipment); THE COPELAND-CHATTERSON Co., LTD. (loose leaf systems and other office equipment); LANG CLAYDEN, LTD. (printing equipment for shop or office use); NATIONAL LOOSE LEAF Co., LTD. (loose leaf system); RONEO, LTD. (office equipment); SANKEY-SHELDON (office equipment); TOLLIT & HARVEY, LTD. (office equipment).

Manufacturers of signs, showcards and all kinds of advertising material are, as usual, present in force. The principal makers exhibiting are:—ATTRACTA ELECTRICAL Co. (electric signs and display novelties); DENNIS & WEBB, LTD. (seals and rubber stamps); THE ECONASIGN Co., LTD. (printing outfits for showcards and price tickets); FRANCO-BRITISH ELECTRIC Co., LTD. (electric signs); A. D. HARRIS, LTD. (advertising tapes); SAMUEL JONES & Co., LTD. (gummed paper, gummed tapes and sealing machines for parcel sealing); K. F. M. ENGINEERING Co., LTD. (electric signs); P. P. PAYNE & SONS, LTD. (advertising tapes); THE SHOWCARD SPECIALISTS; THE STANDARD ADVERTISING TAPE Co., LTD.

Among other stands to be noted by the visitor are those of THE ASSOCIATION OF BRITISH CHEMICAL MANUFACTURERS; BELLCHAMBERS GLASS BOTTLE Co., LTD. (machine- and hand-made bottles); BRITISH CELANESE, LTD. (Celastoid); CADBURY BROTHERS, LTD. (cocoa, chocolate, etc.); THE COMFEX MANUFACTURING Co., LTD. (sanitary towels); A. & J. DAVIES, LTD. (laboratory and medicinal glassware); THE DOWNING RADIANT HEAT Co., LTD. (electro-medical apparatus and electric heating); ELMESAN (LONDON), LTD. (K.D. air dryer); THE EVER READY Co. (GREAT BRITAIN), LTD. (electric torches); FREDER BROTHERS (toilet rolls); FRYER & Co. (NELSON), LTD. (medicated confectionery); ISOLA, LTD. (vacuum flasks); THE KAY SPORTS Co. (chemistry outfits); MANSELL, HUNT, CATTY & Co., LTD. (embossed seals, bottle caps); PERIODICAL, TRADE PRESS, & WEEKLY NEWSPAPER PROPRIETORS' ASSOCIATION, LTD. (trade journals); F. T. PILLIVANT, LTD. (cardboard boxes); RELIANCE RUBBER Co., LTD. (surgical and general rubberware); F. H. TAYLOR & SONS, LTD. (glass measures and laboratory glassware); THERMOS (1925), LTD. (vacuum flasks).

At the White City

The British Textiles Exhibition of the British Industries Fair is being held at the White City, Shepherd's Bush, London, W.12. This section of the Fair covers a wide field of British industry, and attracts considerable attention. There are very few exhibits of interest to the drug trade this year. The following, however, were noticed:—CUXSON, GERRARD & Co., LTD., show an attractive range of sanitary and hygienic products, including Zyaper, Sanoid and Solvex sanitary towels, and Sanoid nursery toilet preparations; EDWARD MACBEAN & Co., LTD., display surgical oiled silks and cottons; and JOSEPH RODGERS & SONS, LTD., demonstrate electric shears.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, February 23

THE CHIEF feature of the markets this week has been a revival in some of the Japanese products, with a limited speculative business being done. In most other directions the tone is fairly steady and business as a whole, while not really active, has been well up to recent average. In pharmaceutical chemicals there is a further reduction in iodides; citrates prices have been revised and the prices for small lots of bromides have been extended. The tone in this market is quite steady and business by no means bad. In the crude drugs markets there has been a quick recovery in Japanese menthol. Agar agar is still dull and shipment has reached very low figures. Camphor is steadier and more interest shown. The first fishing results of Lofoten cod are satisfactory. Gum acacia for shipment is again cheaper. There has been a better demand for honey at slightly lower rates. Ipecacuanha is flat. Senega is steadier. Except for Tinnevely leaves, business in senna is quiet; market steady. The demand for essential oils has been about up to recent average, but there is a distinct tendency for the trade to go to low-priced oils. Cassia is easier and dull. Ceylon and Java citronella are steadier. Madagascar clove is easier. Bourbon geranium is steady but there is very little doing. Sicilian hand-pressed new crop is a little cheaper for shipment. Lemongrass is much steadier and in better request. Japanese peppermint for shipment has attracted attention and values show a sharp recovery; spot is firm. Petitgrain is rather cheaper for shipment. In the industrial chemicals market business is none too good, but the general tone is steady and home makers are well placed. The fixed oil markets have remained dull and prices are still at low levels.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

| Centre | Quoted | Par | February 23 | Value of the £ |
|----------------|------------|--------|-------------|----------------|
| Amsterdam ... | Fl. to £ | 12.107 | 8.42½ | 13/11 |
| Berlin ... | Mks. to £ | 20.43 | 14.24½ | 13/11½ |
| Brussels ... | Belga to £ | 35 | 24.25½ | 13/10½ |
| Copenhagen ... | Kr. to £ | 18.159 | 22.76 | 24/8½ |
| Lisbon ... | Esc. to £ | 110 | 110 | 20/- |
| Madrid ... | Ptas. to £ | 25.22½ | 41.1 | 32/6½ |
| Milan ... | Lire to £ | 92.46 | 68 | 14/5 |
| Montreal ... | Dol. to £ | 4.86½ | 68.98½ | 16/9½ |
| New York ... | Dol. to £ | 4.86½ | 3.40½ | 14/- |
| Oslo ... | Kr. to £ | 18.159 | 10½ | 21/5½ |
| Paris ... | Fr. to £ | 124.21 | 86½ | 13/11 |
| Prague ... | Kr. to £ | 164.25 | 114½ | 13/11 |
| Stockholm ... | Kr. to £ | 18.159 | 18½ | 20/9 |
| Warsaw ... | Zloty to £ | 43.38 | 30½ | 14/1½ |
| Zurich ... | Fr. to £ | 25.22½ | 17.50 | 13/11 |

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS is moving on about average volume and the general tone is steady. The scale of prices for small lots of bromides has been adjusted to higher figures. Citrates sales prices have been revised. Iodides are again cheaper with the improved sterling exchange rates. Citric acid is quoted cheaper.

AMIDOPYRIN.—Dealers' prices are about steady; the demand on spot is fair: crystals, five cwt., 18s.; two cwt., 18s. 3d.; less than two cwt., up to 19s. 6d. per lb., with powder 2½d. per lb. extra.

ASPIRIN.—A steady business is being done, with makers' and dealers' prices well maintained: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Dealers are doing a fair business, with spot values about unchanged: spot, one cwt., 11s.; 56 lb., 11s. 4d.; 14 lb., 11s. 9d.; small parcels, up to 12s. 4d. per lb.

BENZONAPHTHOL.—A small inquiry is being received with prices about 3s. 4d. to 3s. 5d. per lb., as to quantity.

BENZOIC ACID (B.P.).—Business is limited, market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BROMIDES.—Makers' and dealers' scale of prices has been extended. Bulk quantities are at former rates, but small parcels are at higher prices: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities. Previous price alteration was on June 21, 1932.

CAFFEINE.—Competition for a small business is the main feature of this market: pure alkaloid, 5s. 6d. to 6s. 3d. per lb.; citrate, 4s. 3d. to 4s. 10d. per lb., as to quantity.

CALCIUM LACTATE.—A moderate inquiry with the market steady but keen: spot, one cwt., 1s. 1½d.; 56 lb., 1s. 2d.; 28 lb., 1s. 3d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Market is steady at home makers' prices: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CITRATES.—Makers' scale of prices, except for green scales, has been revised as follows:—

| | Not less than 7 lb. | Not less than 14 lb. | Not less than 28 lb. |
|--------------------------------------|---------------------|----------------------|----------------------|
| Potassium B.P. ... | 1/11 | 1/10 | 1/8 |
| Sodium B.P. 1932 ... | 2/- | 1/11 | 1/9 |
| Sodium B.P.C. 1911 ... | 1/8 | 1/7 | 1/5 |
| Iron and ammon. B.P. (brown) per lb. | 2/1 | 2/- | 1/10 |

Special prices for bulk quantities. Iron and ammon. citrate B.P. (green scales) unchanged at 2s. 6d. per lb. Previous price alteration on August 18, 1932.

CITRIC ACID (B.P. CRYSTALS).—The home trade quoted figure from makers is now down to 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at very keen prices.

CREAM OF TARTAR.—The market is keeping steady at makers' quoted figure of 85s. per cwt., less 2½ per cent. discount, nominal and without engagement, for 99 to 100 per cent. material. Dealers are offering at about level figures.

CREOSOTE CARBONATE.—Business is of little importance with the spot value in the region of 8s. 6d. per lb. for small lots.

GUAIACOL CARBONATE.—Dealers' prices are fairly steady but there is an occasional cheap seller: spot, from 9s. to 9s. 9d. per lb., as to quantity.

HEXAMINE.—A very fair business is being done and the market is steady, but there is competition for any large orders: free running crystals, spot, ten cwt., 2s. 2½d.; two cwt., 2s. 3d.; one cwt., 2s. 4½d.; smaller quantities, up to 2s. 6d. per lb.

HYDROQUINONE.—The controlled prices are steadily maintained; inquiry has been a little better: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; 28 lb., 6s. 0½d.; 14 lb., 6s. 2½d.; 7 lb. 6s. 4½d. per lb., carriage paid.

IODIDES.—Makers notify a further reduction in their scales of prices, in consequence of better sterling exchange rates, as follows:—Potassium iodide, B.P., 1 cwt., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 15s.; 4 lb., 15s. 3d.; smaller quantities, 15s. 6d. per lb. Sodium iodide, B.P.: 28 lb., 14s.; 14 lb., 14s. 6d.; 7 lb., 16s. 5d.; 4 lb., 16s. 9d.; smaller quantities, 17s. 1d. per lb. Iodine resub., B.P.: 1 cwt., 14s. 8d.; 28 lb., 14s. 11d.; 14 lb., 15s. 5d.; 7 lb., 16s. 7d.; 4 lb., 17s. 5d.; smaller quantities, 18s. 9d. per lb. Iodoform, B.P. cryst., precip. or powder: for not less than 28 lb., 17s. 7d.; 14 lb., 18s. 1d.; 7 lb., 20s. 8d.; 4 lb., 21s. 2d.; smaller quantities, 21s. 7d. per lb. Orders or contracts of not less than 1 cwt. (which may be taken assorted), containers of 28 lb. and outer packages free. Carriage paid. Prices quoted without

engagement. Contracts for one cwt., five cwt., ten cwt., or larger quantities, for delivery as required during a period of four months, with rebates. As the price for iodine is based on the gold dollar, the prices for iodides must necessarily be subject to rise and fall conditions. Rebates: On ten cwt. lots on contract over four months: potass. iodide, 7d.; sodium iodide, iodine resub. and iodoform, 4d. per lb.; five cwt. lots: potass. iodide, 4d.; sodium iodide, iodine resub. and iodoform, 3d. per lb. Resale is not allowed at prices below the scale current at the time of resale. Note: Sterling has declined since the issue of these prices.

LACTIC ACID (B.P.).—Market has remained rather quiet, quoted prices unchanged; quantities in carboys, 1s. 5d. to 1s. 6d.; in winchesters, 1s. 7½d. to 1s. 9d. per lb., as to quantity.

METHYL SALICYLATE (B.P.).—There is a fair demand with makers' and dealers' prices steady: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METOL.—A little more inquiry this week with the market quoted unchanged: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in tins, bottles extra. Wholesale distributors' prices for smaller quantities at higher prices.

MILK SUGAR.—Continental material is quoted steadily on spot: one ton, 53s. 6d.; ten cwt., 54s. 6d.; two cwt., 56s. per cwt., in two-cwt. cases.

PHENACETIN.—The controlled prices are unchanged and there is not very much outside material offering: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; one cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb.

PHENOLPHTHALEIN.—The market is steady at makers' controlled prices, but business is slow: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

PHENYL ETHYL BARBITURIC.—Some spot offers are at slightly less than the controlled prices: one cwt., 36s. 9d.; 56 lb., 38s.; 28 lb., 39s. 3d.; smaller quantities, 40s. 6d. per lb., in 2-lb. bottles, carriage paid; small lots in different packing at higher prices.

POTASSIUM PERMANGANATE (B.P.).—The usual business in small lots is being done, market steady: quantities in two-cwt. drums, 8½d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—The spot value is a shade easier with the market dull; quoted from 6s. to 6s. 4d. per lb., as to quantity.

PYROGALLIC ACID.—The controlled prices are steady; inquiry is moderate: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d.; per lb. in 7-lb. tins.

QUININE SULPHATE.—The Convention price for this article is unchanged at 2s. 5d. per oz., carriage paid on bulk quantities.

RESORCIN.—English material is quoted at the scale mentioned; foreign material is dearer at about 5s. 4d. to 6s. per lb.; crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

SALICYLIC ACID (B.P.).—Makers' prices are steady and business is satisfactory: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—Quotations are unchanged with the market rather easy and dull: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder, 2d. per lb. extra.

SODIUM BENZOATE (B.P.).—Business is fairly good with prices about steady. Bulk quantities, 1s. 8½d.; smaller parcels, up to 1s. 11d. per lb.

SODIUM DIETHYLBARBITURATE.—Occasional small business passing at former rates: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—This market is very steady and business is moving on a good scale: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb. with crystals one penny per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Market is steady at makers' quotation of 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting about the same figure. This market may improve.

VANILLIN.—A fair inquiry is being received and the controlled prices are keeping steady; some offers may be slightly cheaper: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

Crude Drugs, etc.

AGAR AGAR.—There is hardly any life in this market and shipment is again easier at very low figures: spot, Kobe No. 1, 2s. 4d.; No. 2, 2s. 2d.; Yokohama No. 1, 2s. 2d. per lb.; shipment, Kobe No. 1, 1s. 6½d.; No. 2, 1s. 4½d.; Yokohama No. 1, 1s. 4½d. per lb., c.i.f.

BALSAMS.—There appears to be no supplies of *Tolu* available on spot; quoted nominally at 3s. 8d. per lb. Some will probably be arriving next week. Canada is quoted on spot at 3s. 2d. to 3s. 3d. per lb., as to quantity.

BELLADONNA.—This market is well maintained with supplies very short. Spot, good test root, 67s. 6d. to 70s. per cwt. Arrivals expected next week. Leaves are quoted at 65s. to 68s. per cwt.

BUCHU.—Occasional business of a bale or two is being done at full rates on spot. Green rounds, 1s. 1d. to 1s. 3d. for fair to good; 10½d. to 1s. for yellowish; ovals, 8½d. to 9d. per lb. for yellow to fair green. New crop for shipment is being quoted at about 9d. per lb., c.i.f., for fair green rounds.

CAMPHOR.—After a prolonged period of dull markets there has been more interest shown in this article. Market is steadier. Spot, slabs, nominal, none offering; flowers, 2s. 3d.; tablets, 2s. 9d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 9½d.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CHAMOMILES.—There is a steady demand on spot at former rates; shipment is now being quoted at about 16s. per cwt. dearer.

CLOVES.—The market has been mostly quiet, but prices are keeping about steady. Zanzibar, spot, 6½d.; shipment, February-March, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended February 11 were 25 and the deliveries 48, leaving a stock of 1,086. From January 1 to date, landings of Zanzibar have been 288 and the deliveries 376. Landings of Madagascar for the week ended February 11 were nil, and the deliveries nil, leaving a stock of 1,128. Landings of Madagascar this year to date have been nil and the deliveries 28.

COCOA BUTTER.—The market has been dull and is rather easy as quoted at 9d. to 10d. per lb., as to quantity.

COCONUT (DESICCATED).—Values are slightly easier on the week and business has been slow. Spot, fine, 25s. 6d.; medium, 23s. 6d.; shipment, halves, March-May, 21s. per cwt., c.i.f.

COD-LIVER OIL.—A moderate shipment business is being done with finest Lofoten steam refined non-freezing medicinal oil quoted from 82s. 6d. to 84s. per barrel, c.i.f. Spot is about 100s. to 102s. per barrel, duty paid, ex store. Fishing results to February 20 were 11,789 tons of cod and 6,675 hectol of oil, compared with 10,532 tons of cod and 5,931 hectol of oil at the same date in 1932.

DANDELION ROOT.—Spot supplies of English are quoted at about 75s., and foreign at 57s. 6d. per cwt.

ERGOT.—Business is quiet. Spot, Spanish, 1s. 7d.; Portuguese, 1s. 6d.; and Russian, about 1s. per lb., duty paid.

GALANGAL ROOT.—Dealers are quoting spot supplies at about 37s. 6d. per cwt.

GELATIN.—Business is fair with prices about maintained: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb. in cwt. lots.

GENTIAN.—Spot supplies are still scarce and quoted steady at 55s. to 57s. 6d. per cwt.

GINGER.—Market is about steady, but quiet. West African, spot, 18s. 9d.; for arrival, 16s. 6d. per cwt., c.i.f.

GUM ACACIA.—The spot market is fairly steady, with a small inquiry; shipment is again easier: spot, Kordofan cleaned sorts, 36s. 6d.; natural, 35s.; bleached, 67s. 6d. to 70s. per cwt. shipment; Kordofan cleaned sorts, 32s. 6d.; natural, 31s. 6d. per cwt., c.i.f.

HENBANE.—Dealers are offering spot supplies at about 40s. per cwt.

HONEY.—With some cheaper lots offering there has been more business doing. The market is about steady, with stocks well down. Some dead white Argentine is available at 46s. to 47s.; Cuban, pale, 34s. to 35s. There has been some call for Jamaican, manufacturing quality, at about 28s. to 29s. per cwt. Californian white clover is offered at 52s. 6d. and is dull.

HYDRASTIS.—A limited amount of small business is being done, with prices about 4s. 3d. to 4s. 4d. per lb.

INSECT FLOWERS.—Dealers are offering closed Dalmatian flowers at 100s. per cwt.

IPECACUANHA.—This market continues to disappoint with Matto Grosso about 4s. 10d. to 5s. per lb. Minas is available at 4s. 3d. to 4s. 4½d. per lb.

JUNIPER BERRIES.—Supplies of Italian are available and quoted at 27s. 6d. per cwt.

MANNA.—Finest flake in 1-lb. tins is quoted at about 3s. 9d.

MENTHOL.—A good deal more interest in the shipment market for Japanese, with prices showing a good recovery: January-March, 13s. 4½d. per lb., c.i.f. Spot is well held at 16s. 6d. per lb., with holders not pressing sales. At mid-day Thursday the market was steady and unchanged with business quiet.

MERCURY.—The market is again rather easier, with spot in the region of £10 per bottle. For shipment Spanish-Italian is quoted at about 34 dollars 25 cents per bottle, f.o.b. Continental port for quantities.

OPIMUM.—Business has remained slow. Bulk quantities are at about 1s. 1d. per unit, duty paid and landed; smaller parcels, 1s. 2d. to 1s. 3d.

ORANGE PEEL.—Supplies of new crop bitter quarters now arrived and quoted at about 35s. per cwt.

ORRIS ROOT.—Florentine is quoted on spot at about 47s. 6d. per cwt., and Verona at 40s. per cwt.

PEPPER.—Values are barely maintained, and business has been rather quieter: Lampong, spot, 5½d.; shipment, January-March, 4½d.; March-May, 4d.; April-June, 4d., c.i.f. Tillicherry, spot, 6d.; shipment, February-April, 44s. c.i.f. Aleppy, spot, 5½d.; shipment, February-April, 43s. c.i.f. White Muntok, spot, 6½d.; shipment, January-March, 5½d.; March-May, 5½d.; April-June, 5½d. per lb. c.i.f.

PIMENTO.—The market is now steady and there is more business moving: spot, 2½d. per lb.; shipment, February-April, 21s. 9d. per cwt. c.i.f.

PODOPHYLLIN ROOT.—Supplies of Indian are available and quoted at about 37s. 6d. per cwt.

RUBBER.—Business has been restricted during the past week with values fractionally lower. Standard ribbed smoked sheet, spot, 2½d.; February, 2½d.; March, 2½d.; April-June, 2½d.; July-September, 2½d.; October-December, 2½d.; January-March, 1934, 2½d. per lb.

SAFFRON.—A fair amount of small orders have been booked; market steady: spot, prime B.P., 61s. 3d.; extra B.P., 57s.; super B.P., 54s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—Business continues on small lines, with values about level on the week: spot, native mixed colours, 1s. to 1s. 1½d.; grey Jamaican, 1s. 8d. to 1s. 10d. per lb., as to quantity.

SEEDS.—**ANISE.**—Spot, Spanish, 52s. 6d.; Bulgarian, sold at 40s. **CANARY.**—Spot, Mazagan, offered at 12s.; Tangier quoted at 11s. 3d.; and for Kenitra, 10s. 6d. is asked. **LINSEED.**—Mazagan offering at 15s. 6d.; Morocco selling at 14s. **CORIANDER.**—Market unchanged; 1929 crop, 15s. 9d. to 16s.; wormy, 13s. 6d. to 14s. 6d. **CUMIN.**—Malta, 40s.; Morocco, 33s. 6d. on spot. **FENUGREEK.**—Tunisian, 15s.; Morocco, 12s. 9d. spot. **CARAWAY.**—Dutch, 33s., duty paid; 27s. 9d. quoted f.o.b. Rotterdam. **MUSTARD.**—English, 21s. to 32s., according to quality.

SENEGA.—Spot supplies are quoted at about 1s. 11d. to 2s. per lb., as to quantity. Shipment seems steadier at fully 1s. 9d. per lb., c.i.f.

SENNA.—The trade in this market is still rather restricted, but prices at present levels are being maintained. Some interest shown in Tinnevely leaves. Ordinary No. 1, 5½d.; good to medium, No. 2, 4d. to 4½d.; good green, No. 3, 3½d.; common manufacturing, 2½d. to 3d. per lb. Alexandrian, pods, manufacturing quality, 5½d. to 6½d. per lb.

SHELLAC.—Market has been dull and is slightly easier. Spot, standard TN orange, 52s. 6d.; fine orange, 60s. to 112s. 6d.; pure button, 65s. per cwt. For delivery, TN, March, 43s. 3d.; May, 45s. per cwt. For arrival, TN, March-April, 43s. per cwt. c.i.f.

WAX (VARIOUS).—These markets are about steady, with a moderate business passing. Carnauba is slightly dearer for the lower grades. Japanese, 42s. 6d. per cwt. **CARNAUBA**, fatty grey and chalky grey, is dearer at 87s. 6d.; medium yellow is steady at 140s.; fine yellow is unchanged at 155s. **CANDELILLA** steady at 75s. per cwt. **SPERMACEET** steady at 94d. per lb. spot. **PARAFFIN** is about steady at 22s. 6d. to 50s. per cwt. as to melting point. **CERESIN** is quoted from 35s. to 80s. per cwt. as to colour and melting point. **BEES'** has met with a limited business; bleached, discs, £7 10s.; slabs, £7 2s. 6d.; yellow refined is about steady at £5 15s.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, etc.

The rather restricted volume of business being done in these products is mostly effected at keen prices. Chief interest is in Japanese peppermint with spot firm and shipment moving up. Cassia is slightly easier and dull. Java and Ceylon citronella are much steadier. Sicilian hand-pressed lemon for shipment is a point cheaper. Lemongrass is steady.

ALMOND.—Quoted prices for home makers of sweet oil are steady at 2s. 7d. for cwt. lots, and up to 2s. 9d. per lb. for small lots.

ANISE (STAR).—Market remains dull and rather unsteady as quoted: spot "Red Ship," in leads, 1s. 10d.; in tins, 1s. 7½d.; in drums, 1s. 7d.; shipment, in leads, 1s. 7d.; in tins, 1s. 6½d.; in drums, 1s. 5½d. per lb. c.i.f.

BERGAMOT.—Inquiry for this product is still slow: shipment is in the region of 6s. 9d. per lb. c.i.f. for bulk quantities; spot is offering at 7s. 4d. to 7s. 8d. per lb.

BOIS DE ROSE.—Business in this market has been restricted: shipment offers are still at the lower figure quoted last week of about 3s. 6d. per lb. c.i.f. for quantities; spot is at about 4s. 6d. to 4s. 9d. per lb., as to quantity. Cayenne is nominal.

CAJUPUT.—This item remains dull with spot quoted at about 2s. 4d. to 2s. 6d. per lb., as to quantity.

CANANGA.—Spot holders are asking about 9s. to 9s. 3d. per lb., with business quiet.

CARAWAY.—A fair inquiry for small lots. Dutch is steady at 9s. 6d. to 10s. 6d. per lb.; Continental, twice rectified, about 7s. 6d. per lb. for fair quantities.

CASSIA.—Spot is rather easier at about 3s. 7d. per lb., with very little business moving; shipment is quoted at about 2s. 10d. per lb. c.i.f.

CEDARWOOD.—Market is steadier and there has been more inquiry: American, spot, in drums, 1s. 9d.; small quantities, 1s. 10d. per lb.; shipment, 1s. 7d. per lb. c.i.f.; Colonial, spot, 1s. 8½d. in drums and 1s. 10d. per lb. in tins.

CINNAMON LEAF.—There is a small business on the market with spot quoted at 3s. 1d. to 3s. 2d. per lb. in tins; shipment, 2s. 3½d. per lb. c.i.f. in drums.

CITRONELLA.—There is a much better tone this week and as quoted the market is quite steady. Inquiry has been better: Ceylon, spot, 2s. 1d.; shipment 1s. 10d. per lb. c.i.f. for bulk quantities; Java is firm on spot at 2s. 10d.; and shipment is better at 2s. 3½d. per lb. c.i.f.

CLOVE.—Madagascar is offering cheaper for shipment at about 2s. 6d. per lb. c.i.f.; and spot is easier in the region of 3s. 6d. per lb.; English is steady at about 4s. 3d. to 4s. 6d. per lb., as to quantity.

EUCALYPTUS.—Rather more inquiry this week with prices unchanged; Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. 0½d. to 1s. 1d. per lb. for fair quantities; Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—The few shipment offers of Bourbon received work out at about 22s. 6d. per lb. c.i.f.; spot is about 23s. 9d. for a genuine oil, but there are cheaper offers; Algerian is up to 24s. 9d. spot, with shipment at 23s. 3d. per lb. c.i.f.

GINGERGRASS.—A moderate business is being done with quoted prices about 7s. 6d. to 7s. 8d. per lb., as to quantity.

JUNIPER BERRY.—Business is very quiet in this article: quoted from 4s. to 4s. 2d. per lb., and less for bulk lots.

LAVENDER.—There are still some cheap sellers who are well under the quoted prices for the best brands of French at the following rates:—50 to 52 per cent., 10s. 6d. to 10s. 9d.; 40 to 42 per cent., 9s. 3d. to 9s. 6d.; 38 to 40 per cent., 8s. 9d. to 9s.; 36 to 38 per cent., 8s. 3d. to 8s. 6d.; 30 to 32 per cent., 7s. 6d. to 7s. 9d. per lb., delivered, and slightly less for bulk quantities.

LEMON.—The shipment market for Sicilian hand-pressed, new crop, is quoted from 3s. 10d. to 4s. 3d. per lb. c.i.f. for quantities; spot is more or less neglected; quoted at 4s. 2d. to 4s. 9d. per lb.; Californian, in large drums, 48 cents; in small drums, 49 cents per lb. spot.

LEMONGRASS.—This market is fully steady as quoted at 2s. 2½d. to 2s. 4d. per lb. spot, as to quantity; shipment, about 2s. 1½d. per lb. c.i.f. Inquiry has been better this week.

LIME.—The spot value of West Indian distilled is maintained at 38s. 6d. per lb. for small lots; business has been limited.

MANDARIN.—Shipment is quoted at about 13s. 4d. per lb. c.i.f.; with small spot parcels selling at 16s. per lb.

ORANGE.—There is little doubt that heavy contracts for the French colonial product have been booked, at prices at a very low level; shipment offers of this material continue at about 2s. 8½d. per lb. c.i.f., and less for bulk lots; Sicilian sweet, new crop, is offering at about 5s. 6d. to 5s. 10d. per lb.

c.i.f., with spot about 6s. per lb.; Californian, 50 cents for single cases and 45 cents per lb. for two or more cases.

PALMAROSA.—Business has been for small account: spot is quoted at about 7s. 6d. to 7s. 8d. per lb., as to quantity.

PATCHOULI.—There is only a limited demand for this product, with small lots about 8s. 3d. and less for bulk quantities. Shipment, about 7s. 9d. per lb. c.i.f.

PEPPERMINT.—There has been a revival of interest in the shipment market for Japanese dementiolised and a good deal of inquiry. Spot is firm from 5s. 10½d. per lb., with some holders not anxious to sell. After going down to 4s. 6d. last week the market has firmed up to 5s. 3d. per lb. c.i.f. for January-March. On Thursday spot was steady at 6s. and shipment unchanged, with business rather quieter. American natural oil in drums for shipment is steady at 1 dollar 95 cents per lb. c.i.f.

PEITIGRAIN.—Prices are being maintained in the region of 5s. per lb., but the market is not so steady this week. Shipment is easier at about 4s. 1d. per lb. c.i.f.

ROSEMARY.—Bulk quantities are now down to 1s. 8d. to 1s. 9d. per lb., with the market rather dull; small parcels, about 1s. 10d. per lb.

SANDALWOOD.—Genuine East Indian is quoted first-hand at 24s. to 25s. per lb., as to number of cases.

SASSAFRAS.—Business is mostly in small quantities, and prices vary as to quality from 4s. to 4s. 6d. and up to 6s. per lb.

SPERMINT.—A little more inquiry on the spot at about 7s. 3d. to 7s. 4d. per lb., as to quantity.

SPIKE.—This market is keeping very steady for Spanish at about 3s. 3d. to 3s. 5d. per lb., as to quantity.

WINTERGREEN.—Genuine oil is steady at 7s. to 7s. 6d., and it would cost more to replace. There are, however, cheaper sellers on spot.

WORMSEED.—Business has been slow. Spot is quoted in the region of 13s. and less for quantities; shipment, about 11s. 2d. per lb. c.i.f.

Industrial Chemicals, etc.

BUSINESS is rather restricted in volume in this market, but the general tone is quite steady. There has been a steady call for acetone and formaldehyde, while most potash salts have been dull. Home makers are doing the bulk of the business.

ACETIC ACID.—Business has been rather below average; market is steady; 80 per cent., technical, £38 5s.; 80 per cent., pure, £39 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £58, in glass demijohns; glacial, in barrels, £49 per ton, carriage paid in U.K. **ACETONE B.G.S.**—A very fair inquiry is being received, with the market steady, £65 to £68 per ton, in drums, carriage paid in U.K. **AMMONIA (ANHYDROUS).**—Prices are maintained, with some small business being done: 99.95 per cent. material, 11d. to 1s. 3d. per lb. in loaned cylinders, carriage paid, and slightly less for important contracts. **AMMONIUM CHLORIDE.**—Dealers still find business quiet, but the market is holding up: grey galvanising, £19 to £20 per ton, in casks, ex store; slightly less for contracts. **ARSENIC.**—Business is not of much account: Continental, £19 10s. per ton, ex wharf, London; Australian, £18 per ton, c.i.f., Liverpool. **BLEACHING POWDER.**—The home trade price for four-ton lots is being shaded in some quarters: 35 to 37 per cent., chlorine, £8 15s. per ton, in softwood casks, carriage paid. **BORAX.**—Makers' prices are steady, as follows: commercial granulated, £15 10s.; crystals, £16 10s.; powdered, £17; extra fine powder, £18; B.P. crystals, £24 10s.; powdered, £25; extra fine, £26 per ton, packed in one-cwt. bags, carriage paid in Great Britain. **BORIC ACID.**—Makers' prices for home trade are steady: commercial granulated, £26 10s.; powdered, £28 10s.; extra fine, £30 10s.; large flakes, £39; B.P. crystals, £35 10s.; powdered, £36 10s.; extra fine, £38 10s. per ton, for one-ton lots and upwards in free one-cwt. bags, carriage paid in Great Britain. **FORMALDEHYDE.**—A moderate business is being done, but the market is very keen for any large orders: 40 per cent., by volume, £28 to £28 10s. per ton, in casks, ex store. **ISOPROPYL ALCOHOL.**—Business has been rather slow, and the market is competitive: first quality, ex acetone, 11s. 3d. to 12s. per gallon, in drums, carriage paid: ex "cracked petroleum" qualities, 9s. to 9s. 6d. per gallon. **LEAD ACETATE.**—Prices are better; business is limited: brown, £31 15s.; white, £32 15s. per ton, in casks, ex store. **LITHOPONE.**—This market is about steady, but business is of small account: 30 per cent., Continental red seal, £20 per ton, ex store. **OXALIC ACID.**—Business is sustained and prices continue at former rates. Quantities in casks, £48 per ton; smaller lots, 53s. to 56s. per cwt., in kegs, ex store. **POTASH CAUSTIC** (88 to 92 per cent., solid).—Dealers' prices are holding, but business is slow; quoted from £38 10s. to £40 10s. per ton, in drums, ex store. **POTASSIUM CARBONATE.**—A very limited business is moving, with dealers' prices about maintained: 90 to 92 per cent., £31 10s. per ton; 96 to 98 per cent.,

£32 7s. 6d. per ton, in casks, ex store; lower prices for contracts. **POTASSIUM CHLORATE.**—Only a small business on the market: quantities, about £36 per ton; smaller parcels, 4½d. to 5½d. per lb., ex store. **POTASSIUM PERMANGANATE.**—The market is steady; business fair: commercial quality, in two-cwt. drums, 8½d. to 9d. per lb., ex store. **POTASSIUM PRUSSATE.**—Dealers' prices are maintained; business quiet: yellow, £73 to £77 per ton, as to quantity. **RED LEAD.**—Convention prices are steady, business rather slow: English, 5/10 cwt., £25 10s.; 10 cwt./1 ton, £25 5s.; 1½ tons, £25; 2½ tons, £24 10s.; 5/20 tons, £24; 100 tons, £23 10s.; over 100 tons, £23 per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer. Continental material £1 per ton cheaper. **SAL AMMONIAC.**—Dealers are doing a fair business; market about steady: dog-tooth crystals, £35; medium, £31; fine white crystals, £17 10s. per ton, in casks, ex store; slightly less for contracts. **SALICAKE.**—A steady demand for home consumption, quoted at about 62s. per ton, in minimum truck lots, carriage paid. **SODA CAUSTIC.**—Makers' prices for home trade are steady: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. **SODA CRYSTALS (CARBONATE).**—Makers' prices for home consumption are unchanged at £5 to £5 5s. per ton, in bags, delivered to station, in bags. **SODIUM ACETATE.**—The market is rather dearer, with the price about £23 per ton, in casks, ex store. **SODIUM BICARBONATE.**—For home trade makers quote refined, in bags, £10 10s. per ton, carriage paid. **SODIUM CHLORATE.**—Bulk quantities are at about £32 to £32 15s. per ton; small parcels from 3½d. to 5d. per lb. **SODIUM HYPOSULPHITE.**—A little more inquiry, with quoted prices unchanged: Dealers quote pea crystals, in one-cwt. kegs, £15 per ton; commercial quality, £9 10s., in casks, ex store; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. **SODIUM PRUSSATE.**—Dealers are doing a limited business; market steady: quantities, 4½d. per lb.; smaller parcels, 5d. to 5½d. per lb., ex store. **WHITE LEAD.**—Convention prices are steady, business has been slow: dry, English, less than 5 tons, £37 10s.; 5/15 tons, £32 10s.; 15/25 tons, £32; 25/50 tons, £31 10s.; 50/200 tons, £31 per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper. Ground in oil, English, 1/5 cwt., £47; 5/10 cwt., £45; 10 cwt./1 ton, £44 10s.; 1½ tons, £43 10s.; 2½ tons, £42; 5/15 tons, £39; 15/25 tons, £37 10s.; 25/50 tons, £37; 50/100 tons, £36 10s. per ton, less 5 per cent., carriage paid. Continental material £2 per ton cheaper.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," February 15, 1933.)

"**LEYTOSAN**"; for chemicals (2). By Leyton Manufacturing Co., Ltd., 37A Hainault Road, Leytonstone, E.11. 538,004.

"**FLYROS**"; for disinfectants, vermin destroyers and insecticides (2). By Day and Emery, Ltd., 2 Everton Terrace, Liverpool. 538,387. (Associated.)

"**SULUTUS**"; for chemicals (2). By L. T. Edwards, 17 White Hart Lane, Tottenham, N.17. 538,510.

"**ALBAROL**"; for barium sulphate (3). By May & Baker, Ltd., Church Road, Battersea, S.W.11. 536,531.

"**SYNRECAINE**"; for medicinal chemicals (3). By W. Temple, 79 Deedes Street, Airdrie. 537,390.

"**ANEPIDEM**"; for vaccine (3). By The N.O.D. Institute, Ltd., 42 Wimpole Street, London, W.1. 537,955.

"**DELVITA**"; for medicinal salts (3). By G. E. Farine, 66 Avenue Bosquet, Paris 7c. 537,990.

"**FISMAC**"; for medicinal chemicals (3). By F. Walker, "The Firs," Mont Felard, Millbrook, Jersey, C.I. 538,027.

"**JUGLOCRYNYL**"; for medicinal chemicals (3). By Société Anonyme les Laboratoires Dausse, 4 Rue Aubriot, Paris. 538,265. (Associated.)

"**AUTANA**"; for toilet creams, tooth paste and shaving cream (48). By J. B. Lewis, 18 Bergholt Crescent, Amhurst Park, London, N.16. 535,717. (Associated.)

"**DERMOLLIENT**"; for perfumery, etc. (48). By F. Montague, 29 Sicilian Avenue, Southampton. 537,655.

"**INVITATION**"; for perfumery, etc. (48). By Société Anonyme Jean Patou Parfumeur, 9 Rue Saint Florentin, Paris. 538,111.

"**BENBRI**"; for powder puffs and lipsticks (48). By Bennett, Briant & Co., 17 Paper Street, London, E.C.1. 538,218.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Photographic Film Prices

SIR,—We cannot understand why, in these hard times of depression, the manufacturers have found it necessary to increase the price of the popular sizes of roll films. We notice that the film manufacturers' shares are paying good dividends. We therefore assume that the reason for increased prices is that a duty has been put on the 6d. German film, and the manufacturers have forced prices up in order to get larger profits. If they have this idea let them forget it. Just as a man feels he cannot afford a 20 for 1s. 2d. brand of cigarettes, so a large section of the public (especially the gift camera owners) will put away their cameras and perhaps lose interest in photography for good. We can see the manufacturers (to say nothing of the retailers) having such a bad year that they will be compelled to decrease the prices of films another year. It is unfair that the trade should suffer (as it undoubtedly will). It is not too late for the manufacturers to get together and change their minds. If prices were proved uneconomical, we suggest a 6-exposure 20 size for 1s. (and chrome for 1s. 2d.), as the 8-exposure film has always given trouble in cameras designed for 6 exposures. We were asked last year to popularise the 16 size and to sell more of the chrome films. We wonder if the 16 chrome film at 1s. 8d. will be popular? We doubt it. We urge any interested in keeping photography lively to write to the manufacturers and the Photographic Dealers' Association protesting—and if there is a general feeling against the prices, surely something will be done to "stop the rot."—Yours faithfully,

ARTHUR LARDER,

Hon. Sec., Lowestoft and District
Photographic Association.

Varying Profits

SIR,—I should like to hear the opinions and experiences of your readers on the point of gross profits of our businesses. In my own experience I have noticed that a small business doing, say, £1,000 per annum, will average a gross profit of round 45 per cent.; a business of double the turnover will not average more than from 38 to 40 per cent.; and when round the £3,000 mark they do not greatly exceed 34 or 35 per cent. I wonder whether the explanation is that of control, as the smaller business is more often than not handled by the proprietor only. Again, as the business develops, medical men, nursing homes, nurses and other discount expecting customers crop up; also the inclusion of slower-moving lines as stock increases is a real handicap to profit making. I have taken out percentage figures of sales and profits, and the percentage proportion of dispensing patents, sundries and fancy goods, for some years, and can give them if desired.

Yours sincerely,

PHARMACIST (21/2).

Publicity Scheme for Pharmacy

SIR,—“Wholesaler” (C. & D., February 11, p. 161) suggests that the phrase “Get it at the chemist's” would be a good slogan. Up to a point it would, but it has the same objection which he points out regarding the other slogan he quotes; not all the traders reaping the benefit from the advertising would necessarily be the subscribers to the funds of the campaign. The title “chemist” is applied indiscriminately by the public to the qualified proprietor, the chain shop, or the drug store—especially the latter. It is only when a member of the public goes to one of these drug stores with a panel prescription that he finds he cannot be served; and even then he may not become aware of the true reason, as he is generally told “We are not on the panel” without learning the reason why. After having reviewed in one's mind many possible phrases which might be useful for

chemists' publicity, it becomes evident that it will prove difficult to formulate one which will be applicable to the qualified shop alone. “Wholesaler” concludes by saying that during a stroll round his town one Saturday evening he noticed that the chain store was crowded, while the private chemists' shops had not more than two customers each. But I am not sure that such an inspection is always a true criterion of the proportionate amount of business being done. Such a stroll is not conclusive, because it frequently happens that one's shop may be empty at one moment and full the next. Further, the chain shop deals in many lines which private chemists do not touch, so it does not follow that all the customers present might have purchased their requirements from the individual proprietor. It would be more to the point to know what proportion of the turnover of these stores relates to purely chemists' lines.—Faithfully yours,

SINGLE SHOP (20/2).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. W. A. (17/8).—MOTORIST'S HAND-CLEANING SOAP.—This is a white semi-hard soap made with borax. It contains also a little tin salt, and some organic solvent, with, perhaps, a little pine oil.

P. M. H. (19/10).—POWDER FOR INDIGESTION.—This is a mixture of bismuth subcarbonate, magnesium carbonate and sodium bicarbonate, the last-named being in unusually large proportion, 79 per cent.

R. J. T. (19/81).—STAIN REMOVER.—The two-solution stain remover is (a) solution of chlorinated lime, (b) weak acetic acid. The stain is touched with the former and when this has soaked in the acid is applied. Afterwards the chemicals should be removed by rinsing or applying moist blotting paper.

K. M. (10/1).—DURIAN FRUIT.—This fruit is obtained from *Durio zibethinus*, a tree growing to 70 or 80 ft. It is cultivated in Sumatra, Java and Siam. Fruit, spherical, 6-8 in. in diameter; hard shell with pointed pyramidal tubercles; internally five oval compartments filled with a cream-coloured pulp and containing seeds about the size of chestnuts. A. R. Wallace, in “The Malay Archipelago” (1872), gives a eulogistic description of the flavour. The odour is offensive, especially when the fruit is not fresh gathered.

Retrospect of Fifty Years Ago

Reprinted from

“The Chemist and Druggist,” February 15, 1883

Pushing Penny Articles

It is, unhappily, becoming somewhat the fashion, even among chemists from whom better things might have been expected, to display in their windows the tastefully got up and conspicuously priced penny articles . . . It has too long been a current idea among the public, or a large section of it, that the druggist's shop was a place where all their minor ailments could be cured, and many of their household wants supplied, in return for whatever loose coppers they might happen to have about them. I admit it to be the fault of the trade itself that people have learned to underestimate the qualifications and status of the pharmacist. We have not stood by each other in demanding a reasonable return for our skill and experience, as, for instance, that shrewd and sensible body, the butchers, have done . . . This attempt to make the penny line a prominent feature of the chemist's window display should be steadily resisted. [From a letter to the Editor.]

[illegible]

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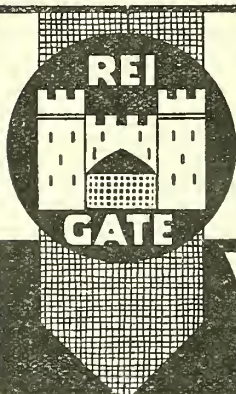
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GIVE A GOOD RETURN.

NICE TO HANDLE—EASY TO SELL

Wholesale from **PERRY'S POWDERS, Ltd., LEEDS.**

OUR SIDE AND YOURS THE 'ASPRO' SALES POLICY



Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about.



OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

| | | | | |
|------------------------------|---|---|---------------|-------------------------|
| Kristal Envelopes | - | - | 2/6 per 1,000 | } Cash with Order |
| Greaseproof 2oz. Bags | - | - | 1/- per 1,000 | |
| Greaseproof 2oz. Bags (long) | - | - | 1/6 per 1,000 | |

Agents:

GOLLIN & CO. PTY., LTD.
(‘Aspro’ Dept.) SLOUGH, Bucks.

Telephone: SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

ASPRO
REG. TRADE MARK

6 ALL BRITISH PRODUCTS SHOWING PROFITS UP TO 90%

COLLOSOL IODINE AND
BLACKCURRANT PASTILLES

HALIMALT COLLOSOL HALIBUT LIVER
OIL AND MALT EXTRACT

CROOKES' STANDARDISED
COD LIVER OIL

COLLOPLASMA THE ALL BRITISH
IODO KAOLIN CATAPLASMA

KARVOL INHALANT THE LATEST
ADDITION TO THE COLLOSOL RANGE

CROOKES' EMULSION 50%
FINEST COD LIVER OIL

WRITE NOW FOR FULL PARTICULARS OF THIS BONUS OFFER

"Not merely British made but British throughout"

THE CROOKES LABORATORIES (BRITISH COLLOIDS LTD.) LONDON, N.W.10

Telegrams: COLLOSOLS, HARLES, LONDON

Telephones: WILLESDEN 6313 (3 lines)

**YOU'RE
"ALL OUT" FOR
BUSINESS?**

For thousands of people Box's Pills are the standard remedy for all digestive disorders. The demand is steady and increasing—largely through the recommendations of users.

To secure your share of the profitable flow of business it is necessary to inform the demand which passes by your establishment. Telling window and counter display material is free on request.

Obtainable from wholesalers or direct from the proprietor

W. H. BOX
161 KING ST.
PLYMOUTH

Telegraphic Address:
"Giant" Plymouth.
**GIANT PILL
MANUFACTORY**



**BOX'S
INDIGESTION
PILLS**

VISCOSITY

While Specific Gravity is useful as a means of grading Liquid Paraffin, Viscosity is the true test of quality.

As specialists in this material we can offer an Oil with a Viscosity of 290/300 seconds at 100° F.

"QUALITY COUNTS"

G. E. THURLEY & SON
UNITY WORKS

PHONE: MARYLAND 4568

LATIMER ROAD E. 7



Memo:

**RE-ORDER
ZAM-BUK**

BRAND

Sole Proprietors: C. E. Fulford, Ltd., Carlton Hill, Leeds.

Ointment & Medicinal Soap

NEW PRODUCTS

now being advertised to the Medical Profession.

BIVATOL (LIPO-SOLUBLE BISMUTH)

Ampoules of 2c.c. Boxes of 12. Retail 7/-. Wholesale 66/- per dozen.

BIOCHOLINE

A solution of Pure Choline Hydrochloride 2cgm. per c.c.

Ampoules of 1c.c. Boxes of 12. Retail 7/6 Wholesale 69/- per doz.

| | | | | | |
|-----|---|------|---|-------|---|
| 25 | " | 15/- | " | 138/- | " |
| 50 | " | 22/6 | " | 210/- | " |
| 100 | " | 37/6 | " | 360/- | " |

HYPOTENSYLThe active principles of Viscum (Gui) with Gland Extracts.
Tablets. Bottles of 50. Retail 4/-. Wholesale 36/- per doz.

Further particulars on request from :—

THE ANGLO-FRENCH DRUG CO., LTD.
11 & 12 GUILFORD STREET, LONDON, W.C.1

Telephone : Holborn 6011.

Telegrams : " Ampsalvas, London."

**PURE RUSSIAN
LIQUID PARAFFIN MEDICINAL B.P.**

ALL GRAVITIES.

HIGHEST VISCOSITY.

**PURE RUSSIAN
"JASMINE" BRAND WHITE OILS**

CHEMICALLY PURE.

WATER WHITE.

ODOURLESS.

FOR MANUFACTURING PURPOSES.

*Competitive Prices.**Best Quality.**Immediate Delivery.***THE PURE RUSSIAN LIQUID PARAFFIN CO., LTD.****80 BISHOPSGATE, LONDON, E.C.2**

Telephone : LONDON WALL 7132-7133.

Telegrams : " INVATORE, STOCK."

BONUS

"CLARKES"

Brand

WORLD-FAMED BLOOD PURIFYING MEDICINE

"BLOOD MIXTURE"

Registered Trade Mark Brand

For **3 MONTHS** commencing 1st February, 1933,
we are making a **SPECIAL BONUS OFFER**
for a 14 days Counter and Window Display.

| | | | |
|----------------------------------|---------------------|--------|--------------|
| ORDER. | | COST | SELLS FOR |
| 3 doz. 3/- CLARKES BLOOD MIXTURE | | £4 : 1 | £5 : 8 |
| | (LIQUID OR TABLETS) | | |

| | | | |
|------------|-----|--|-----|
| BONUS. | | | |
| 1 doz. 3/- | do. | | 9/- |

| | | | |
|-----------------------------------|---------------------|---------|----------|
| ORDER. | | | |
| 12 doz. 3/- CLARKES BLOOD MIXTURE | | £15 : 6 | £21 : 12 |
| | (LIQUID OR TABLETS) | | |

| | | | |
|------------|-----|--|---------|
| BONUS | | | |
| 1 doz. 3/- | do. | | £1 : 16 |

THE ABOVE BONUS WILL ALSO BE GIVEN ON
ASSORTED ORDERS OF EQUIVALENT VALUE,
viz. £4 : 1 AND £15 : 6.

CARRIAGE PAID — PACKING FREE

**ORDER NOW DIRECT OR THROUGH YOUR USUAL
WHOLESALE HOUSE.**

DISPLAY MATTER IS ENCLOSED WITH EACH ORDER.

ASSORTED ORDERS

| | | Min. Value Retail | Min. Value £4 : 1 Per Doz. | Min. Value £15 : 6 Per Doz. |
|------------------------|-------------|----------------------|----------------------------------|-----------------------------------|
| CLARKES BLOOD MIXTURE | | 3/- | 27/- | 25/6 |
| " " " | | 12/- | 108/- | 102/- |
| " " " | TABLETS | 3/- | 27/- | 25/6 |
| CLARKES SKIN LOTION | | 1/3 | 11/6 | 10/6 |
| CLARKES SALVE | | 1/3 | 11/6 | 10/6 |
| " " " | | 3/- | 27/- | 25/6 |
| " " " | | 5/- | 45/- | 41/6 |
| CLARKES APERIENT PILLS | | 1/3 | 11/6 | 10/6 |
| " " " | | 3/- | 27/- | 25/6 |
| CLARKES MEDICATED SOAP | Box 3 Tab. | 2/6 | 8/6 | 7/6 |
| | Single Tab. | 1/- | | |

**THE LINCOLN & MIDLAND
COUNTIES DRUG CO. LTD.**

PARK STREET, LINCOLN

Telegrams: "LINDUM, LINCOLN."

Telephone: LINCOLN 55

For OVER 75 YEARS

Dr. J. Collis Browne's
CHLORDODYNE

has maintained a
WORLD-WIDE REPUTATION

**TO-DAY'S DEMAND BEING
GREATER THAN EVER.**

**ARE YOU GETTING
YOUR SHARE OF
THIS INCREASE ?**

Be sure you hold stocks
to meet the demand and
remember that

Dr. J. Collis Browne's
CHLORDODYNE

IS ONLY SOLD THROUGH CHEMISTS

SIZES 1/3, 3/-

Order from your Wholesaler
with other goods.

SOLE PROPRIETORS :

J. T. DAVENPORT Ltd.

UNION STREET, S.E.1

● **buy wisely**

● **and buy early**


THE "U.C.A.L." Brand of WATER GLASS (140° Twaddle)

● Our terms are, we believe,
lower than any other packers.



Packed in strong
decorated tins —

| SIZE | COST per doz. |
|---------------|------------------|
| 1 lb. | 2/8 |
| 2 lb. | 4/6 |
| 4 lb. | 8/6 |
| 7 lb. | 14/6 |

 Delivery Free
by
"Ucal" Vans
or
Carriage
Forward
by rail.

Please note these carriage
conditions when ordering
and quote on order —

REF. K 6

UNITED CHEMISTS' ASSOCIATION, LTD.

Manufacturing Chemists,

CHELTENHAM, and 4 and 6 KEITH GROVE, LONDON, W.12.

Phone : Cheltenham 3021.

Phone, London : Shepherd's Bush, 3437/8.

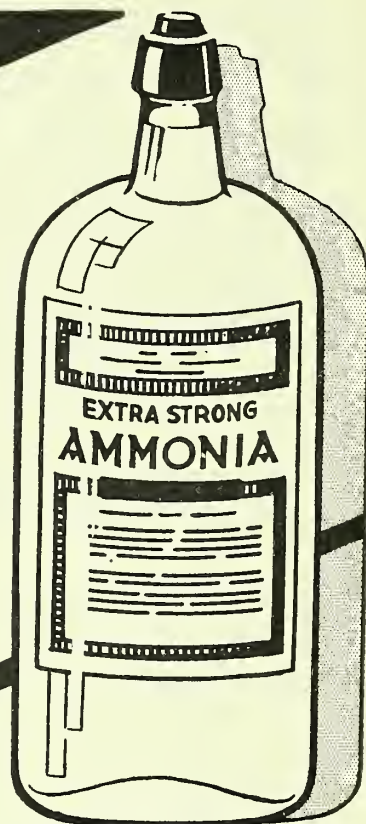
EXTRA STRONG AMMONIA

With the coming of March the housewife's mind turns to the Spring Cleaning Season, when she will certainly need AMMONIA. For such an accumulation of dirt—due to winter's fog and smoke—our EXTRA STRONG AMMONIA will be in great demand, and the retailer who looks ahead will have a good supply on hand for all enquiries.

Attractively packed in various sizes of bottles.
Excellent value at a keen price.

THORNTON & ROSS LTD.
Manufacturing Chemists
Milsbridge - HUDDERSFIELD

PARTICULARS
ON
APPLICATION



MORE POPULAR THAN EVER...



Easy to see why Snowfire Cream goes on increasing in popularity. Its purity and fragrance, its greaseless vanishing quality and its real beautifying properties make it the favourite everywhere. Every customer you make means more to come—every satisfied user tells her friends about Snowfire. So make good displays—brisk sales and good profits will result.

Handbag Containers 3d.
Dainty 6d. Tubes
Retail

Snowfire VANISHING CREAM

Manufactured by
F. W. HAMPSHIRE & CO., LTD., Sunnydale Works, Derby

MEL ROSE — TABLETS

FOR
CHAPPED
HANDS, &c.

Manufactured for close on 50 years



The public demand is maintained in spite of many imitations, and Chemists can rely on sales all the year round.

Look to your Stocks.

2d. and 4½d.

MEL ROSE — CREAM

Sold in Jars for the Dressing Table.
Contains all the remedial properties of
the Tablet made up in a softer form.

9d.

ROBERTS & SHEPPEY SOLE MANUFACTURERS
2 SKIPTON ST., LONDON, S.E.1

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

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Royal London House, Finsbury Sq., London, England

Telegrams: "CENTUMVIR, TELEW, LONDON."



ESTABLISHED 793.

The Best and
Safest Infants'
Medicine of
over 130 years'
standing.

**ATKINSON & BARKER'S
INFANTS' PRESERVATIVE**

Does not
contain
any
Scheduled
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

AN OLD-FASHIONED—BUT REALLY EFFECTIVE
remedy for COUGHS, COLDS, IN-
FLUENZA and BRONCHIAL troubles.

Licoricine
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne.

TERMS.

10½d. size, 8/6 per doz.
1/3 " 12/- "
3/- " 27/- "
Less 5% dis. on 25 orders.
Carriage paid on orders of
£2 and over.

UNCHALLENGED! BRITAIN'S FAVOURITE



There's a reason for GRIPS popularity with all classes; it is the excellence and freshness of every box. GRIPS fulfil expectations; you make satisfied customers, increase valuable goodwill and make a good profit into the bargain if you sell the world's most famous pastilles. Samples and terms gladly sent.

Agents to the Wholesale & Retail
Chemists Trade:—

THOS. CHRISTY & CO.,
4/12, OLD SWAN LANE, LONDON, E.C.4.

GRIPS'

FIRST-AID PASTILLES

Made by Lightbowns Ltd., Accrington.

Selling Lines for every day



"REGULOL" Reg.

Emulsion Paraf. Liq.
cum Agar Agar
cum Phenolphthal.

*The increasingly popular remedy
for Constipation.*

Attractively packed. Reasonably priced.

In nominal 1-lb. patent cap Jars.

COSTS 16/- DOZ. WITH BONUS OF ONE PER DOZ.
RETAILS 2/6 (IRELAND 3/-), SHOWING YOU THE
EXCEPTIONALLY HANDSOME PROFIT OF

100% ON OUTLAY



CARNATION CORN CAPS

*are distinctive and efficient, they are always worth
displaying and yield 100% profit on the outlay.*

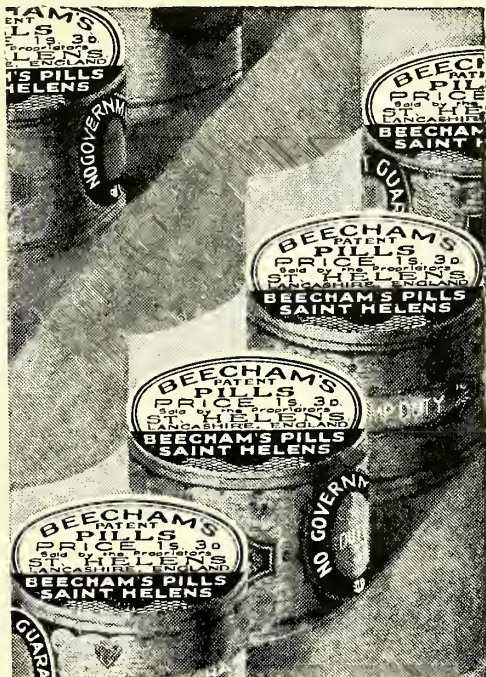
COST 5d. RETAIL 9d. BONUS 1 DOZ. WITH 1 GROSS

CUXSON, GERRARD & CO., LTD. MANUFACTURING CHEMISTS OLDBURY NR. BIRMINGHAM

Two lines that sell every day—every year

£2 parcel for either Beecham's Pills or Beecham's Powders or Assorted Beecham's Pills and Beecham's Powders

38% PROFIT



BEECHAM'S PILLS

The family Remedy for the last 80 years for SICK HEADACHE, BILIOUSNESS, CONSTIPATION and INDIGESTION. The best daily seller in the Drug Trade.

An intensive advertising campaign is continually appearing in all leading National and Provincial papers. This is supplemented by House-to-House distributions throughout the country. There is no fear of Bad Stock as all replacements are made free of charge.



BEECHAM'S POWDERS

Introduced a few years ago, have the confidence of the public for INFLUENZA, COLDS, CHILLS, HEADACHES, RHEUMATISM, LUMBAGO, NERVE PAINS, etc. Made from the finest ingredients obtainable. Chemists will be well advised to keep adequate stocks of Beecham's Powders to enable them to meet the big and increasing demand.

TERMS TO THE TRADE

| | | | | | | | |
|-----------------------|-----|----------|---------------|----------------|-----------------|----------|---------------|
| Beecham's Pills | ... | 1/3 Size | 11/9 Per Doz. | Beecham's Pdr. | ... | 1/3 Size | 11/9 Per Doz. |
| " | " | 3/- | 28/- | " | " (Tablet Form) | 1/3 | 11/9 |
| " | " | 5/- | 54/- | " | " | 5/- | 54/- |
| Beecham's Cough Pills | | | | 1/3 Size | 11/9 Per Doz. | | |
| | | | | 3/- | 28/- | | |

Less 2½% Discount and 5% Window Display Allowance. Minimum Order £2 - 0 - 0 value. Monthly Account. All goods packed free and sent carriage paid. Stock more—show more and sell more Beecham's Pills and Beecham's Powders.

BEECHAM'S PILLS LTD.

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Telephone : 2241 St. Helens - - - - - Telegrams : Beecham St. Helens

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**SPECIALISTS IN
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OINTMENTS & CREAMS FOR ALL CLIMATES & PURPOSES
FROM ½-OZ. TINS—TO—TONS

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ERGOAPIOL
(Smith)

Protective Mark
Patented in U.S. and
Foreign Countries.

Ergoapiol
(Smith) is iden-
tified by the let-
ters "M. H. S."
raised in the gelat-
in on the inside
of each cap-
sule—thus.




Capsule cut in half thru
the seam, showing
initials.

Capsule intact, showing
no mark objectionable
to the physician.

[Ergoapiol (Smith) is to be had only in packages of twenty
capsules each—never supplied in bulk or other form.]

MARTIN H. SMITH CO., New York, N. Y., U. S. A.



**Wholesale
Prices**

1/3 Size
11/6 per dozen net
3/- Size
27/6 per dozen net

Carriage Paid Gross Quantities
or equivalent.

Manufactured only by
J. F. WHITE & CO., Chemists
BENSON STREET, LEEDS.

WATERGLASS

(140 T.W.)

LEVER LID CONTAINERS

ATTRACTIVE LABELS
(Customer's "own name" if desired)

Enquiries to :

NEWBALL & MASON LTD., NOTTINGHAM

3/-**EACH**PATENT
APPLIED FOR

K-D Your medicines, delicate instruments, tools, cigarettes, etc., all can be taken care of by using K-D.

- K-D** Keeps salt and sugar dry
- K-D** Keeps biscuits crisp
- K-D** Keeps jam free from mould
- K-D** Can be used in your wireless set, piano, clock, etc., etc.
- K-D** For wardrobe & linen cupboard
- K-D** Detects and corrects damp beds

K-D Lasts for Years!

Obtainable from ALL WHOLESALERS or from:

Sole Distributors:—**ELMESAN (London) LTD.**
Dept. C.D.

66 Victoria Street, London, S.W. 1

See our Exhibit at the "B.I.F." (Stand C. 1., Empire Hall) and the "Ideal Home Exhibition."

S.O.S

THE UNFAILING REMEDY for INFLUENZA is H.B.T. FLU' PILLS

Used with unbroken success for over 20 years for Influenza—Pleurisy—Pneumonia—Rheumatic Fever—Lumbago, etc., and with signal success in the present epidemic. A poly-chrest with remarkable and extensive healing powers. Recommend them to your clients and gain their gratitude.

In bottles 1/3 and 2/6

Terms 33½ per cent. Over £2 carr. paid.

HUNTER BEATTIE
GLASGOW, S.E.

Why you should stock all 3 sizes of **CURICONES**

Many retailers only stock our 5/- package of CURICONES, and therefore lose sales when a customer asks for the three and six bottle packages, and demand them at the reduced prices.

Separate bottles cannot be retailed at less than 5/- each, whereas the three and six bottle packages are sold at 14/- and 24/- respectively.

Don't risk losing business by not being able to supply.

Carry a stock of each of the three sizes.

STEPHEN MATTHEWS & CO., LTD.,

Manufacturing Chemists and Druggists.

19/21 Farringdon Street, London, E.C. 4

Curicones

**THE TESTED
RHEUMATIC REMEDY**

Best sellers

The public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:-
GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED

Made by
ZEAL

-the name the
public knows.

G. H. ZEAL, LTD.,
75 & 77, St John St., London, E.C.1.



The
"BURMEX" REGD
BRAND

is made by a special Heat-Cured Process and is guaranteed not to deteriorate in either Home or Tropical climates for at least 2 years. Carefully tested and Warranted Absolutely Perfect.

Send for free sample to

A. BERMAN & SONS,
76, QUAY STREET,
MANCHESTER, Eng.

PRICE
24/-
Per Gross

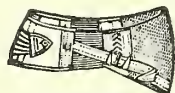


J. H. HAYWOOD, Ltd.

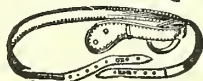
Surgical Appliance Manufacturers,
Castle Gate, NOTTINGHAM
Telephone: 40488 NOTTINGHAM.
Telegraphic Address: "APPLIANCE, NOTTINGHAM."

Established 1833

SPECIALITIES FOR WINTER.



ELASTIC HOSIERY (Seamed and Seamless), TRUSSES (Spring and Elastic), SUSPENSORY BANDAGES, BRACES, LADIES' AND GENT'S ABDOMINAL BELTS for support and warmth, made in felt, flannel and fleece.



CHEST PROTECTORS, SLEEPING SOCKS, INDIA-RUBBER AND AIR-PROOF GOODS, NURSING REQUISITES, DRUGGISTS' SUNDRIES, &c.



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FOR THE WINTER SEASON

Your enquiries are invited for

POROUS PLAISTERS

of all descriptions. Samples and prices furnished upon application

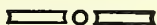
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DYER STREET - - HULME, MANCHESTER



"Print More Sell More"

To no other field of activity
does this Printer's Slogan
apply with greater force
than to Chemists' Printing



CARTONS : LABELS : ENVELOPES

Kinross

Broughton Market, EDINBURGH

PERKEN, SON & CO., LTD.

Established 1852.

Contractors to H.M.
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THE
"MATER"
CLINICAL
REGD.



ALL
TYPES
OF
CLINICAL
AND OTHER
THERMOMETERS

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Telephone : 0724 Holborn.
Telegrams : "Optimus, Smith, London."

INCREASE YOUR SALES

A small window or counter
display will bring profit-
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line with full 33 1/3% profit.
From the leading wholesalers

Sole manufacturers :
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35 Wood St., London, E.C.2

WITH
NORVIC
Regd.
CRÊPE BANDAGES



SANITARY TOWELS



The ORIGINAL and Most Popular
The "K." All wool in knitted cover,
very soft.
The "CELTEX." Made of Cellulose
for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

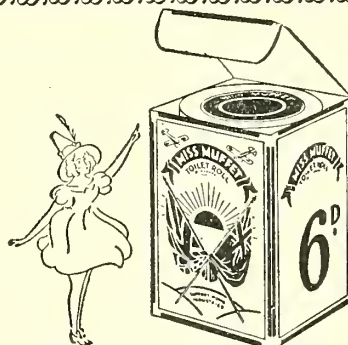
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Your Wholesaler Can Supply MISS MUFFET TOILET ROLLS

675-700 Sheets of 100% Pure White Paper. Free from
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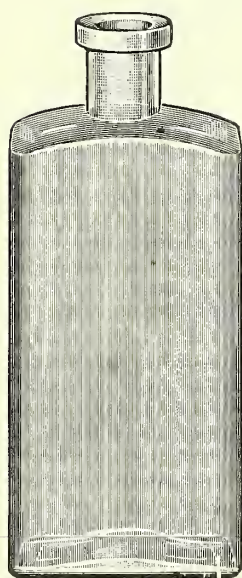


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*Chemical and Medical Glass
Manufacturers,***ROTHERHAM, YORKS**

*The Chemists who are doing
the business are the Chemists
who turn the work out well.*



Round Cornered Flat



Oval Fronted Flat

*There is no better help than
a smoothly finished, bright,
attractive bottle.*

**REASONABLE IN PRICE
SATISFACTORY in FINISH**

Telegrams :
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Phone :
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Corks

OF EVERY
DESCRIPTION

*Send us your Enquiries,
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ESTABLISHED 1844.

Camperdown St., and Gt. Alie St., London, E.1.
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METALLIC CAPSULES*for all purposes.***The Tonkin Metallic Capsule Co.**

Proprietors - C. Olley & Sons, Ltd.

NOW BRITISH MADE
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE

*Self-Fixing***R.V. WAGNER****33 BROOKE ST., LONDON, E.C.1** Tel. : Holborn 5090**MEDICAL SURGICAL SCIENTIFIC**

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BRITISH MADE
GLASSWARE
Test Tubes,
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Tubes, with or without corks.
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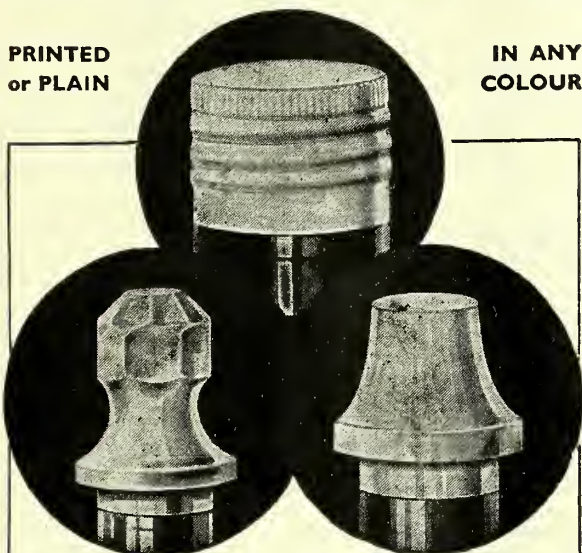
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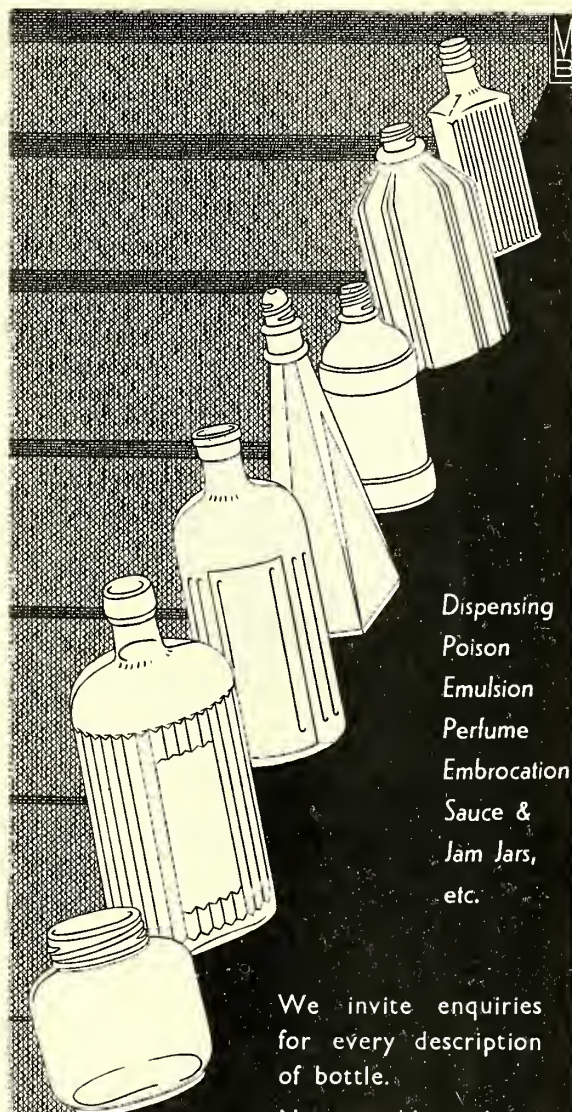
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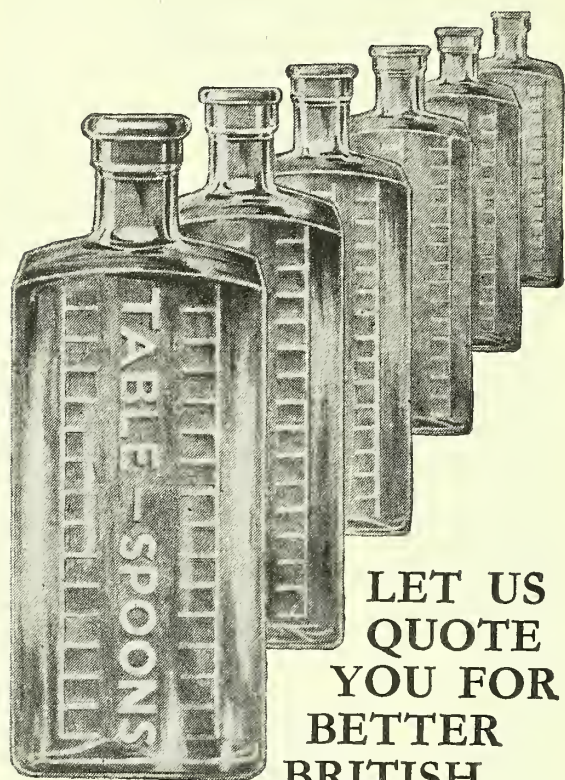
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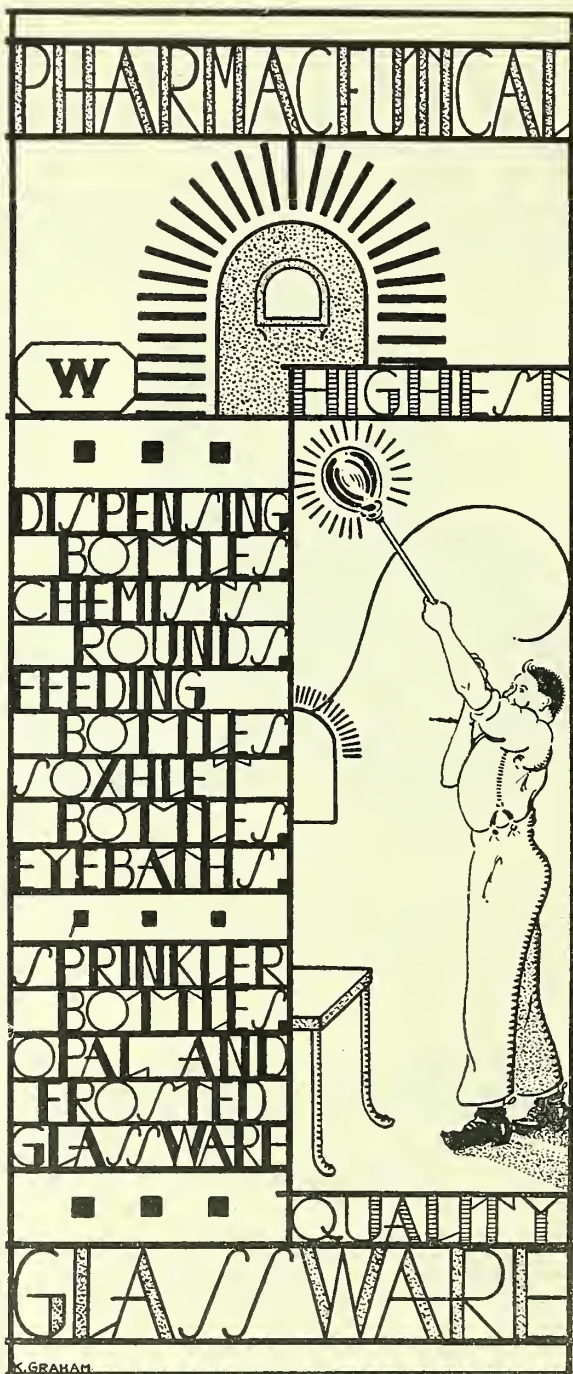
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The CHEMIST AND DRUGGIST

SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

FEBRUARY 25, 1933

28 ESSEX STREET, LONDON, W.C.2

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2.—**EDMONTON** (Near).—Good Middle-class General Retail Business, with Kodak Agency, N.H.I. Dispensing and Optical connection; returns about £2,500 per annum; chartered accountant's figures; double-fronted main road shop, handsomely fitted and well stocked; further details on application.

3.—**ROMFORD** (Near).—Middle-class Retail Business situate in vastly improving main road; returns under management exceed £1,700 per annum; scope for large increase; single-fronted shop, nicely fitted and well stocked; new lease will be granted at £100 per annum; price £400, plus valuation, in all about £1,150.

4.—**CITY BUSINESS**.—Cash Retail, with own Proprietaries; returns average over £2,000 per annum under management; handsomely fitted shop, well stocked; rent £200, inclusive of rates; price £1,100, which represents the approximate value of stock and fixtures.

5.—**EARL'S COURT** (Near).—Good-class Family Retail Business, with very good Dispensing connection; returns approach £2,000 per annum; net profit about £450; single-fronted shop, nicely fitted and very well stocked; held on lease at reasonable rental; valuation terms entertained.

6.—**PINNER** (Near).—General Retail Business, with Kodak Agency and small N.H.I. connection; in present hands 20 years; returns present rate £30 per week; very good profits; double-fronted shop, handsomely fitted and fully stocked; excellent living accommodation; owing to the critical state of the vendor's health it is necessary that this business is sold forthwith; offers invited.

7.—**VIRGINIA WATER** (Near).—Good Middle-class Retail Business in central position; Kodak Agency, small Optical connection and Elizabeth Arden Agency; returns last year approached £2,100

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8.—**WOLVERHAMPTON**¹ (Near).—Cash Retail Business, with N.H.I.; returns under management exceed £1,800 per annum; main road shop, well fitted and stocked; large six-roomed house; rent and rates about 26s. per week; held on lease; price £250 plus valuation, in all about £900.

9.—**HANTS**.—General Retail Business, with N.H.I.; no Photographic; returns last year £1,250; very good profits; double-fronted shop, well fitted and stocked; rent £100 per annum; price £750.

10.—**DERBYSHIRE** (Death Vacancy).—Profitable Retail and Wholesale Business; established 1865; returns last year over £2,000; freehold premises, with large living accommodation; further details on application.

11.—**SOUTH-WEST COAST**.—General Retail Business, with Kodak Agency, situate in commanding position; returns will average £40-£45 per week this year; very good profits; nice house and bathroom; price £1,300 or valuation terms entertained.

12.—**MIDLANDS**.—Light Retail Business, with Kodak Agency; returns last year over £1,800; net profit about £500; double-fronted shop, nicely fitted and well stocked; good living accommodation; premises can be purchased or leased at £80 per annum; price £1,250.

13.—**HERTS**.—General Retail Business, with N.H.I.; returns average £40 per week; main road shop, nicely fitted and well stocked; good living accommodation; price £1,100, or near offer.

14.—**CARMARTHEN**.—General Retail Business, with Wine Licence and Grain Shop; very old established; turnover about £3,400 per annum; stock and fixtures worth about £1,500; very nice living accommodation, with bathroom and garage; vendor owns the premises and would be prepared to sell same for £1,600; price of business, value of stock and fixtures only.

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2.—EASTERN COUNTY.—Sound Light Cash Retail, in populous part of large town; returns last year £1,553; low expenses, easily worked; lock-up shop, neatly fitted and well stocked; price £800.

3.—HANTS.—Cash Drug and Photographic Store; returning under manager £817; excellent profits; fine chance for qualified proprietor; central position, nice town; low rent; price £500.

4.—LONDON.—Old-established City Business, in prominent position; present returns average £43 weekly; good profits; large modern-fronted shop; held on lease at moderate rent; price £1,400.

5.—NORTH LONDON (Few miles out).—Light Family Retail and Dispensing Business; newly established; present returns £22/24 weekly; corner shop, with excellent flat and garden; stock and fixtures worth £450; price £600.

6.—SOUTH COAST.—Old-established good-class Retail and Dispensing Business; returns under manager £1,750, capable of much increase; lock-up shop, fine position, well-fitted and stocked; price £1,150.

7.—BERKS.—Light Country Retail Business; pleasantly situated; returns over £900; scope for increase; modern Pharmacy; with good house and garden; price £100, plus valuation of stock and fixtures, in all about £600.

8.—NORTH MIDLANDS.—Good-class Semi-country Business, with Optics; returns £1,725; net profit £395; stock and fixtures worth approx. £900; illness necessitates early sale; price £1,100, or £875 without Optics.

9.—LONDON (Western Suburb).—Old-established cash retail, in excellent main road position; average returns last 3 years £1,900; very profitable; house attached; rent £100; 14 years' lease; cash price £1,000.

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(C1) DURHAM.—Old-established pharmacy (lock-up), situated in leading position of small market town; average returns upwards of £3,000 per annum; rent £92 10s., less sub-let, £80; lease, 17½ years unexpired; price asked for lease and goodwill £500, stock and fixtures by valuation or by agreement (total estimated at £1,800).

(C2) LONDON, S.W. (RESIDENTIAL SUBURB).—Modern pharmacy with flat above available for purchase owing to ill-health; turnover for financial year recently ended, £3,125; net profit upwards of £600; definite prospects of early increase up to at least £4,000; rent £160 per annum; lease 10 years unexpired; purchase price asked £2,000 to include stock, fixtures, lease and goodwill (offers considered).

(C3) TREESIDE.—Old-established retail business with wine licence, for quick disposal; returns for 1931-32 financial year £3,229; premises excellently positioned; low purchase price, which includes a heavy stock. Further particulars in strict confidence to genuine prospective purchasers.

(C4) LONDON, S.W.—Old-established retail business with wine licence and small optical connection, situated on main road of very busy thoroughfare; present returns approximately £45 weekly, should be well capable of further increase; living accommodation; large N.H.I. panel; purchase price by negotiation.

(C5) NOTTINGHAM.—Good retail and dispensing business (lock-up) with excellent potentialities; present returns average between £35 and £40 per week, having shown steady and consistent increase during the past six months; premises occupy prominent position in busy thoroughfare; the opportunity is an excellent one for a chemist with enterprise and initiative; stock and fixtures recently valued, total approximately £900, and for a quick sale an all in figure of £1,000 will be accepted; reasons for disposal are quite genuine.

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(C8) BIRMINGHAM (SUBURB).—Quick counter-trade pharmacy, with good photographic connection and N.H.I.; returns for last financial year approximately £1,800; rent and rates £67 including six-roomed house with garden; scope for further increase under personal proprietorship; present net profit to owner proprietor approximately £400 p.a.; for a quick sale the business can be acquired at a figure which represents a splendid profit-earning investment. Further particulars to bona fide prospective purchasers upon application.

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(C11) NEWCASTLE (NEAR).—Old-established pharmacy (lock-up), prominently situated in thickly-populated district; present returns approximately £1,250 per annum; rent £40; good scope for increase; purchase price £850, which comprises less than the estimated value of stock and fixtures.

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MANCHESTER.—First-class proposition, neglected business; double-fronted shop; in good-class district; estimated net profit £728 per week under management; scope for considerable increase; good lease; mahogany fixtures in new condition; heavy stock; room and opportunity for Optics; price for quick sale £950 or best offer. Apply F. Savage, 66 Victoria Road, Victoria Park, Manchester.

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NORTH LONDON SUBURB.—Good-class residential; large shop, opposite station; eight living, two store rooms, kitchen, scullery, bath; electric lighting and heating throughout; 20 years' lease, low rental; owner did £40 weekly; now under management; goodwill and fixtures £650, stock at valuation about £450; offers considered. P.C.B. 66/8, Office of this Paper.

SOUTH COAST.—Lock-up shop, doing £1,400 a year; Good-class Family Trade, Kodak Agency; going cheap, £750 plus stock and fixtures. 217/750, Office of this Paper.

SOUTH COAST.—Old-established good-class business in prominent position entirely under management, with scope for increase by energetic principal; returns last year £1,750; large, handsomely fitted Pharmacy stock worth over £650; long lease granted; price £1,150. 217/751, Office of this Paper.

SOUTH COAST RESORT.—Family Dispensing and Photographic Business; double-fronted shop, with house and every convenience; situated in main thoroughfare; exceptionally well fitted; low rent and rates; good lease; takings last twelve months £1,200; considerable scope for improvement; sale through death; price £950 or offer, including stock (about £450) and expensive fittings. Preston & Partners, 29 Ludgate Hill, E.C.

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DISPENSING Business, established 70 years, S. Coast; approximate returns £2,000; good house, garden, side entrance; exchange country business, Warwickshire, Shropshire, &c.; lease 17½ years; rent £120, rates £40; goodwill, lease, fixtures £1,400; stock at valuation. Senna, c/o Evans Sons Lescher & Webb, Ltd., 50 Bartholomew Close, London, E.C.1.

EXCELLENT start on little capital; Shop and living rooms on main road, London, S.E.; opened as Chemist, all in working order; chance enterprising young man to establish himself; lease; stock; offers. 375/40, Office of this Paper.

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TYNESIDE (OR NEAR).—Wanted to Purchase. A genuine established Business; any turnover from £25 to £100 will be considered; cash waiting; will also consider any Drug Store situated in a promising position; all information treated in strictest confidence. 375/28, Office of this Paper.

CHEMIST wishes good unopposed Business in country town, with house and garden attached; North of England or Border Counties preferred; would consider Chemist wishing to retire within next three months; please state full particulars. 374/12, Office of this Paper.

CHEMIST'S Business in Midlands or West of England returning £2,000 per annum; with living accommodation; rent about £70 per annum; Optics not essential; all information treated in strictest confidence. 217/754, Office of this Paper.

GENUINE Business required, near coast; turnover at least £5,000, overheads in proportion; cash waiting. Apply Orridge & Co., 56 Ludgate Hill, E.C. Telephone: City 2283.

GOOD-CLASS Business required immediately; Midlands preferred, but not essential; turnover at least £5,000; purchaser can take over immediately. Apply to Orridge & Co., 56 Ludgate Hill, E.C. Telephone: City 2283.

REQUIRED by Pharmacist (also Qualified Optician). A really good Business with turnover of from £3,000 to £3,500, showing good net profits; Optical connection essential; also Kodak Agency; lock-up Shop or one with modern house attached; East or South-East Coast; Kent much preferred; must stand strictest investigation. Reply please in strict confidence to BM/HMBB, London, W.C.

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NOTICE.

JAMES NOBLE, DECEASED.

NOTICE IS HEREBY GIVEN that the Business of a Chemist and Druggist, lately carried on by the late James Noble at 20, Woodcote Road, Wallington, in the County of Surrey, under the styles of "J. Noble & Co." and "The Wallington Pharmacy," has been sold and transferred to William Duncan Wright as from the 14th day of February, 1933, who will continue to carry on the said business under the said styles on his own account.

CARTER & BARBER,
3 Clement's Inn, W.C.2.

Dated, 15th February, 1933.

Solicitors for the
Executors of the
late James Noble.

TENDERS INVITED.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE COMMITTEE OF VISITORS invite TENDERS for the supply of Drugs and Dressings for the six months ending September 30, 1933.

For form of tender apply, enclosing stamped addressed envelope, to the Clerk of the Hospital, Severalls, Colchester.

Sealed tenders must be received not later than March 11, 1933, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest or any tender.

AGENCIES.

AGENTS Wanted for definite areas, with connection among Chemists, for new Proprietary Article, London and Provinces. Reply Everwarm Pad Company, 85 Gracechurch Street, E.C.3.

SOLE DISTRIBUTORS for exclusive Chemists' proprietary line required for (1) United Kingdom, (2) South Africa; advertising on "quota" system; must have established connection Wholesale and Retail Chemists. Apply first instance BM/STPY, London, W.C.1.

THE LAGOS DRUG STORES, LTD., 80 Broad Street, Lagos, Nigeria, Wholesale and Retail Chemists and Opticians, Importers and Exporters, desire to get into touch with manufacturing export Chemists and wholesale houses with a view to taking up lines suitable for West Africa, such as Pharmaceutical and Chemical Preparations, Requisites, &c., &c. Please forward full details to F. M. Benson, Licensed Chemist and Druggist, Managing Director, at above address.

THE PROPRIETORS of a Reliable Patent Medicine require the services of an established firm to undertake the distribution of their product in Great Britain. Apply 377/11, Office of this Paper.

PARTNERSHIPS.

A CAPABLE MAN, over 20 years' practical experience in Dispensing, Prescribing and General Business, would like to meet Lady or Gentleman Chemist with moderate capital with object of purchasing a sound business and forming a Private Limited Company; advertiser willing to furnish bulk of capital. 374/28, Office of this Paper.

ADVERTISER desires Partnership in large and good-class Dispensing Business; cash available up to £6,000; banker's reference supplied; replies will be treated with strict confidence. 374/31, Office of this Paper.

CHEMIST required; owner sound Druggist, Sundries, &c., shop, Golders Green, requires Qualified Chemist with £200 as half-share Partner after trial; fully secured. Rees, Smith & Co., 114 Southampton Row, Holborn (4856).

CHEMIST'S Salesman, age 30, seeks Partnership, anywhere, North London, Herts or Middlesex; moderate capital; references. 375/15, Office of this Paper.

CHEMIST (30), Scot, desires position as Manager in good-class business; would like to purchase share as Junior Partner with view to taking over business; London or district preferred; excellent references from leading London and Edinburgh firms. 375/10, Office of this Paper.

M.P.S. requires post as Manager or Assistant, with view to succession or partnership if suitable. Purchase of Drug Stores entertained if convertible. Capital available £500; West or South Coast or near preferred. 376/17, Office of this Paper.

QUALIFIED Chemist, lady or gentleman, with small capital, for Partner by Drug Store which may also do N.H.I., situated in a densely populated neighbourhood, mixed class; can become a Director in this Registered Company; or lady or gentleman Partner willing to invest a few hundred pounds; or successor. P.C.B. 66/13, Office of this Paper.

YOUNG Lady Chemist in business in pleasant South Wales suburb seeks Lady Partner (Minor or Hall); share flat; capital required about £300. Full details on application, 376/37, Office of this Paper.

APPRENTICES.

APPRENTICE WANTED.—Male, 3 years' agreement, no premium, pocket money allowed and time to study; for middle-class cash business, with photography; preliminary examination must have been passed. James & Co., 161 Goldhawk Road, London, W.12.

PREMISES TO LET.

BLACKPOOL.—Double-fronted Shop and house now empty, 6 years Chemist, main shopping street, well situate for residents and visitors, with living accommodation; also good corner shop in view of Promenade, and house with separate house entrance. Owner, 189 Church Street, Blackpool.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

LONDON.—We require a keen, alert Qualified Manager for working-class business; applicants should have had previous experience of such trade; good prospects and excellent scope for advancement. All details, please to 216/749, Office of this Paper.

LONDON, N.—Young Assistant, either sex, minor qualification; mixed class business under unqualified manager; commencing salary £3 3s. weekly; only those requiring a permanency need apply. Usual particulars and references to P.C.B. 66/6, Office of this Paper.

LONDON, S.E.1.—Junior Assistant not over 22 for working-class business and large N.H.I. State if disengaged, salary required, and full particulars to 376/7, Office of this Paper.

LONDON, W.—Manager, qualified, with view to purchase on easy terms; £200 deposit, with interest, share of profits and salary of £4 per week; middle-class business; large Photo and Toilet, small Dispensing; lock-up shop; takings average £25 per week. 375/220, Office of this Paper.

MANCHESTER.—Reliable Male Junior Assistant, retail experience necessary; accurate Dispenser; good Window-dresser. Write stating full particulars, experience and salary required to 376/6, Office of this Paper.

SOUTH KENSINGTON.—Assistant (male), in good-class Dispensing business; duties shared by three to commence March 13; please state age, height, experience and salary required; replies unanswered in five days respectfully declined. 375/14, Office of this Paper.

AN OPPORTUNITY for young, energetic Qualified Chemist for modern London Pharmacy, N.W. district; qualifications; first-class Salesman, expert Window-dresser; at least 10 years' experience good-class London business; state age, experience, salary required. 216/743, Office of this Paper.

ASSISTANT Dispenser, Qualified, male (part time), required. Apply at once, with testimonials, to the Secretary, Royal Victoria and West Hants Hospital, Shelley Road, Boscombe, Bournemouth.

ASSISTANT, experienced Dispenser, Counter, Window, wanted. Wednesday, Friday, Sunday 6 till 8 p.m., part or all day Saturday. Write, stating age, reference and salary required, to Payne, Chemist, 40 Gt. Cambridge Road, Tottenham, N.17.

ASSISTANT (25-35), qualified, male, capable of building up neglected business in Surrey, S.W. London; moderate salary. State usual particulars and salary required. Applications not answered in four days respectfully declined. Permanency for right man. 376/38, Office of this Paper.

CHEMIST, within easy reach of London, requires services of Qualified Assistant for two hours on two evenings per week. Replies, stating salary required, to 216/745, Office of this Paper.

JUNIOR or Improver Wanted, lady or gent., Unqualified. Apply, giving particulars of salary, experience, &c., Mason, 96 High Street, Penze, S.E.20.

JUNIOR required for Devon agricultural town; must be courteous Salesman and good Window Dresser. All particulars first letter, 377/3, Office of this Paper.

LADY CHEMIST required at once for new branch; salary 50s. per week; London suburb; apply stating age, experience, references and photograph (returnable only if stamped addressed envelope is enclosed). 374/34, Office of this Paper.

MANAGER (25/30) required, qualified, for London suburb; must be keen, good display man, of smart appearance and have personality to deal with high-class clientele; salary £3 10s. and very liberal commission; splendid opportunity for energetic man prepared to work. Write giving fullest particulars. Applications unanswered in week respectfully declined. 376/19, Office of this Paper.

MANAGER (26-30) wanted, about end of March, for country branch in market town; good Counterman and Window-dresser; permanency to suitable man; living accommodation available. State age, height, experience and salary expected, Edgar Jones, 94 Preston Drive, Brighton.

PART-TIME DISPENSER.—Qualified Pharmacist; half-day Tuesday and Saturday (1 to 5.30 approx.); with possibility of whole-time appointment later in year. Apply Secretary, Victoria Park Hospital, E.2.

QUALIFIED Assistant (male) required; single; must be accus- tomed to high-class Dispensing and Counter business; state fullest particulars as to salary required, experience, capabilities and age, and give references (which must be of highest order); applications in first instance by letter only, if unanswered within 5 days respectfully declined. Barnes & Marsh, 194 Upper Richmond Road, Putney, S.W.15.

QUALIFIED Assistant required; single; indoors; comfortable home; state age, experience and salary required; scope for Optics if qualified and use of optical room recently furnished and decorated; salary must be moderate. Apply 374/35, Office of this Paper.

QUALIFIED Chemist required to manage a small London business; must be trustworthy, capable and energetic; Optical qualification and own trial case an advantage. Apply with full particulars, salary required, &c., to 377/4, Office of this Paper.

QUALIFIED for Central London; capable Manager, Window Dresser and Prescriber. State full particulars and minimum salary, 217/756, Office of this Paper.

QUALIFIED for Light Retail Dispensing and knowledge of photographic work; state age, height, experience, salary required; also if able to take charge (not answered in three days declined). Cooper & Co., 7 Bridge Street, Bath.

QUALIFIED Lady required (near London); good Saleswoman; able to assist with window and interior displays; state age, experience and salary required. 375/2, Office of this Paper.

QUALIFIED Relief Manager Wanted. Apply, stating age, experience, salary required, to Head Office, Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road, E.2 (10 minutes from Liverpool Street).

REQUIRED, Assistant, quick and accurate Dispenser, qualified; live over premises; must be capable of taking charge and have experience in detail work; of good appearance and address and good Salesman; applications not answered in three days respectfully declined. 373/10, Office of this Paper.

REQUIRED, Qualified Dispenser (male), age 35 to 45, with good personality and address; knowledge of Photography essential; near S.E. London; state full particulars and salary. P.C.B., 66/7, Office of this Paper.

UNQUALIFIED, Capable Manageress, for branch to be opened in Reading, to take full sole charge after training; not under 26; experience in Window-dressing, Salesmanship, and business routine essential. Apply, stating age, salary expected, with photo. and copy references, to Secretary, Popular People's Pharmacy, Ltd., 9 Liverpool Terrace, Worthing, Sussex.

VACANCY occurs in London Suburban Business for a smart Qualified Assistant; excellent opportunity for a young man recently qualified and anxious to progress; give full details of past experience, &c. 216/748, Office of this Paper.

YOUNG Lady Assistant, mainly for Toilet Counter; must be good Window-dresser. Apply Lewis & Burrows, 146 Holborn Bars.

YOUNG Qualified, for small new branch, West Riding; good Window-dresser, used to N.H.I. and Photographic; fullest particulars first letter; married applicants note—house, rent, rates, and light free, wage accordingly. 216/746, Office of this Paper.

WANTED, Chemist-Optician, bachelor and over 35 preferred, as Manager in working-class district of northern town; preference given to one who would work Optical business on profit-sharing basis, but this condition not essential. Apply 376/9, Office of this Paper.

WANTED.—Elderly Qualified, active and energetic Assistant for S.W. London; apply by letter, giving record of experience and salary required; permanency to the right man; applications unanswered within seven days respectfully declined. "Chemicus," 375/13, Office of this Paper.

WANTED.—Male Book-keeper and Dispenser, firm of Doctors, East Coast town; prepared to live unfurnished house over Dispensary, provided free of rent and rates. Apply, stating wages required, previous experience, &c., to 216/747, Office of this Paper.

WHOLESALE.

AS A SIDE LINE OR ON FULL TIME.—Product (non-technical) of well-established London Manufacturing House and of importance to Chemists; offers splendid opportunity to salesman who knows his job. Apply, with full particulars, 217/755, Office of this Paper.

REPRESENTATIVES calling on Hairdressers, Chemists and Stores are offered by manufacturers of high-class toilet preparations, sound selling lines with exclusive territories Yorkshire, Midlands, East Coast and West of England; very liberal commission. Write with references to Box 110, Reid Walker, Field House, Brems Buildings, E.C.4.

REPRESENTATIVE wanted with established connection amongst Chemists in Yorkshire; only energetic Salesmen (own car), capable of working large advertising scheme and able to produce first-class sales records need apply; state full particulars. Harrogate Tablet Co., Chatsworth Grove, Harrogate.

TRAVELLERS Wanted, calling on Chemists, Hairdressers and Stores, to carry side-line of high-class Toilet Preparations, on commission basis; territories allotted. Sigal, 6 Swan Street, E.1.

WANTED.—Travellers and Salesmen calling on Chemists and Hairdressers who are allowed to carry additional good selling non-competitive line; generous commission. Write for appointment, Record Utilities, Ltd., 114 City Road, E.C.1.

ADDITIONAL SALESMEN WANTED FOR OUR "ALLUHR PRODUCTS"

Applications will only be considered for the following Counties:—

DURHAM CUMBERLAND WESTMORELAND
LINCOLN WALES DEVON CORNWALL
SOMERSET and PART MIDLANDS
LONDON and SUBURBS NORTHERN IRELAND

Other territories are all filled

"ALLUHR" products are manufactured under new scientific principles and are endorsed by the Medical Profession, Beauty Experts and Chemists. Famous Film Stars use and recommend them regularly.

OUR ADVERTISING CAMPAIGN FOR THE "ALLUHR" HAIR REMOVER reaches £20,000 for the coming season. Copy of the advertising contract can be shown to all customers called upon.

There will be little or no competition for our "ALLUHR" lines. Our advertisements, with their original claims, and the attractive packing of the products, will make a striking appeal to consumer and retailer.

It is ESSENTIAL that applicants have the best connection amongst HAIRDRESSERS AND CHEMISTS. Highest commission and expenses after a fortnight's trial, which is on commission only.

Applicants should carry other lines for the time being.

Write to:

BRITANNIA LABORATORIES
13, Little Titchfield Street, W.1

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A.—LOCUM or Manager; all-round experience in Hospital and Suburbs; 7½ years West End; finest references; single, age 36; height 6 ft.; total abstainer; immediate. Atkins, 4 Trefoil Road, Wandsworth, S.W.18. 'Phone: Battersea 1636.

A.A.A.A.—SALARY £5 5s; Pharmacist (28) accustomed to high-class London and seaside business, desires Management; courteous, ambitious, hard worker, experienced Salesman, Dispenser, Prescriber; first-class references; free when required. 2 Manor Grove, Beckenham, Kent.

A.A.A.—ASSISTANT Inter. B. Pharm.; experienced in all branches; excellent Dispenser and Window-dresser; West End experience; disengaged. P. Simmons, 60 Pennards Road, Shepherd's Bush, W.12.

A.A.A.—LOCUM or Permanency; fast Dispenser; knowledge of Photography; excellent references; free immediately. Write 373/15, Office of this Paper.

A.A.A.—QUALIFIED (28), fully experienced in all branches; Photography, Window Dressing, &c., 3 St. James' Mansions, West End Lane, N.W.6.

A.A.A.—QUALIFIED (24); first-class experience, conscientious; excellent character; capable of taking charge as manager or assistant; South preferred. 375/11, Office of this Paper.

A.A.—A moderate salary will secure the services of a Qualified Scot, keen and energetic; age 22; highest class experience Dispensing, Counter, Photography; testimonials; available immediately. 375/8, Office of this Paper.

A.A.—LOCUM OR PERMANENCY (full or part time); Dispensing, Counter, Windows, Photography. H., 3 Cancell Road, S.W.9.

A.A.—QUALIFIED Lady, free end February, desires post, Hospital, Institution or Retail; hospital trained; excellent experience City and Suburban shops; excellent references; at present Manchester. 376/39, Office of this Paper.

A.—QUALIFIED Experienced Chemist; reliable Manager or Assistant; disengaged; moderate salary. F. H. K., 25 Addington Drive, North Finchley.

A.—QUALIFIED Experienced Manager, disengaged, desires permanency, London or Suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A QUALIFIED Assistant (23) 6 ft. high, good appearance and address, keen, capable, thoroughly experienced all branches, desires Post, preferably London district. Strong, 19 Gloucester Road, S.W.7.

A QUALIFIED Manager (37); married; 22 years' experience all branches; London, Provinces and Country; excellent Prescriber, Window-dresser and full Photographic knowledge; conscientious, hard-worker; your interest mine. 376/3, Office of this Paper.

A QUALIFIED Scot (24); tall; 7 years' experience in all branches, including managerial (London and country); accurate Dispenser; reliable; outskirts or Home Counties; free March. 375/16, Office of this Paper.

A YOUNG LADY Dispenser (Hall qualification) requires post with Doctor or Chemist. Barton, Burwell, Meadway, Northampton.

A DVERTISER (40), unqualified, tall, comprehensive experience; Counter, Dispensing, &c.; trustworthy, abstainer; now free. Alexander, 189 Southampton Street, S.E.5.

A POTHECARY HALL Dispenser, fully experienced, desires post with Doctor or Hospital in Bournemouth or in the South. Apply, Miss E. Doberman, 39 Barker Road, Linthorpe, Middlesbrough.

A SSISTANT, Unqualified (22); 6 ft.; 4 years' excellent all-round experience, including Veterinary work; anywhere. Thomas, Leaside, Rhosddu, Wrexham.

A SSISTANT, Unqualified, West End experience, desires progressive post in or near London; Photographic knowledge. Bayes, Church Square, Guernsey.

A SSISTANT, Unqualified (30); good experience; Dispensing, Counter and Photographic; good references. Groves, 39 Carlton Street, N.W.5.

A SSISTANT (24), Unqualified, 7 years' experience, requires situation; permanent; excellent references; disengaged. H. Walter, Allersleigh, Westbury, Wilts.

A BRANCH Manager, qualified; successful record—3 years present; "satisfactory" proposition; disposal causing disengagement. "M.P.S." 40 Greenwrythe Lane, Carshalton.

C APABLE, energetic, unqualified (30), requires four evenings' duty, or whole-time position. Hunt, 191 Thornton Road, Thornton Heath.

D ISENGAGED; locum or relief; thoroughly competent; experienced; industrious; reasonable terms; town or country. Chemicus, 56 Rudloe Road, Balham, S.W.12.

E XPERIENCED Dispenser and Nursing Orderly needs situation with a Doctor or in a Hospital; can do chauffeur; now with a doctor; used to N.H.I. and clerical work; excellent references; moderate wage required. Write to H. C. Wakefield, 17 Grange Road, Alresford, Hants.

I MPROVER, Lady (22), desires position Dispensing Counter, &c.; 4 years' good all-round experience; free now; references, &c. 374/6, Office of this Paper.

J UNIOR Assistant (21), Spa trained (3 years), seeks post for 2 years; thoroughly experienced Dispensing and Retail; excellent references; thoroughly reliable; now free. W. Orton, Abbots Bromley, Stafford.

J UNIOR (19); 2 years' experience; good Salesman and Window-dresser; little Dispensing experience; requires post with small salary to commence. King, 56 Golders Manor Drive, Golders Green.

K EEN business woman (29), Qualified, as Manager or position with scope and responsibility; Retail or Wholesale; 10 years' sound experience in brisk middle class; reliable, energetic, personable; good Salesman and Window-dresser. 375/26, Office of this Paper.

L ADY Dispenser, Hall, experienced Chemist and Doctor, requires position; excellent references; book-keeping and typing; temporary or permanent. 376/23, Office of this Paper.

L ADY (25), Unqualified; smart Counter Hand, Dispenser, Window-dresser and Stockkeeper; tall; 12 years' all-round experience; desires change; excellent references. E. M. S., 263 Magdalen Road, S.W.18.

L OCUM (36), qualified, experienced; any time, anywhere. Write Kidsdale, Blendworth, Horndean, Hants, or Home Leigh, Hornchurch Road, Romford.

M.P.S. SEEKS responsible Managerial appointment; can bring a thorough knowledge of Pharmacy and business training, together with keen, hard work, to anyone or firm requiring a sound, trustworthy, conscientious man to develop and safeguard their interests. "Square," 376/2, Office of this Paper.

M ANAGER Drug Stores, or Unqualified Assistant; experienced; 3 years as manager; excellent references. R. Slee, 106 Fifth Avenue, W.10.

M ANAGER (33), Qualified, desires change; experienced and reliable; with view to early succession; London area. 376/28, Office of this Paper.

M ANAGER, fully qualified, seeks permanency, branch or otherwise; middle-aged, married, capable sole charge, reliable, conscientious, abstainer, experienced all branches; highest references. Chemicus, 4 Woodfield Avenue, North Wembley.

P HARMACIST (22), tall, desires progressive position in high-class pharmacy; conscientious and enthusiastic; interview appreciated; moderate salary; free early in April. Godden, Roberts Road, High Wycombe.

P HARMACIST (24) seeks position as Assistant; will take locum work; permanency not required. 376/110, Office of this Paper.

Q UALIFIED Assistant seeks London medium-class post owing to sale of business; 5 years similarly; free immediately. "Urgent," 370/14, Office of this Paper.

Q UALIFIED Chemist; excellent references; small salary; disengaged; middle aged; London. Alex. Wilson, 14 Percy Circus, London, W.C.1.

Q UALIFIED Chemist requires Managership of Pharmacy; 12 years' experience all parts of London and country; very efficient and capable; free at once. Apply 92 Charing Cross Road.

Q UALIFIED Elderly Pharmacist as Superintendent or Manager; highest testimonials; active; moderate terms. M.P.S., 15 Bantock Avenue, Wolverhampton.

Q UALIFIED LADY DISPENSER wishes remove nearer home, Colchester or district; quick, accurate Dispenser; competent Book-keeper; typewriting, dressings, &c.; Private Practice or Hospital. 373/17, Office of this Paper.

Q UALIFIED, Lady (21); Retail and Surgery experience; South Yorkshire preferred; disengaged now. 376/20, Office of this Paper.

Q UALIFIED M.P.S.—Manager or Locum; middle-aged; total abstainer; excellent references; moderate salary. 377/16, Office of this Paper.

Q UALIFIED; many years City (London); quick and reliable; now disengaged. 377/6, Office of this Paper.

Q UALIFIED; married; excellent references; 8 years Manager; would work up neglected business; invest small capital. Chemist, Lindenhurst, 102 Station Road, Epsom.

Q UALIFIED; Part-time, evening, First-class Dispensing and Counter experience. McNeice, 62 Marylands Road, W.9. Abercorn 3666.

Q UALIFIED Superintendent; short hours; moderate salary; life M.P.S.; age 55. 375/18, Office of this Paper.

Q UALIFIED Young Lady, Hall Certificate, requires post with Doctor or Chemist; free now. Smith, 132 Malford Grove, E.18.

Q UALIFIED (36), 20 years' all-round experience, 10 years managing; business builder, competent in all branches; seeks permanency, London or Provinces; free March 4. "Pharmacist," 1 Silwood Road, Hook, Surrey.

Q UALIFIED (26); all-round experience; industrious, reliable; responsible position; London (interview) or Country. Davies, 4 Victoria Road, N.4.

Q UALIFIED (23), height 6 ft. 3 in., seeks position as Manager or Assistant; useful all-round experience; disengaged. S. M. Cotter, 309 Burgess Road, Bassett, Southampton.

QUALIFIED (23), seeks permanency; conscientious and trustworthy; experience in Dispensing, Counter, Photography; disengaged. Jones, 8 Windsor Road, Neath.

SUFFOLK—Young Lady Dispenser; Hall certificate; 2 years' experience; willing to assist at Counter. 374/39, Office of this Paper.

UNQUALIFIED, married; West End and varied first-class experience; 7 years present position; exceptional references; free station or March 25. Dillon, 117 Mansfield Road, N.W.3.

UNQUALIFIED (22); married; tall; well recommended; 6½ years' high-class experience all branches. Messer, Berwyn, Fairfield Avenue, Cheltenham.

WELL-RECOMMENDED, Gentlemanly, Unqualified Assistant requires a situation; smart Salesman and thoroughly acquainted with all the departments; sound references; "pushful." 374/36, Office of this Paper.

YOUNG LADY M.P.S. (23) seeks Locum or Permanency; any district; Square trained; free beginning of March. A. Storer, 31 King's Road, Swanage, Dorset.

WHOLESALE.

A LIVE CONNECTION—South Coast, Somerset, Devon and Cornwall; Chemists and Doctors; formerly representing leading house; at liberty; excellent references; undeniable record; salary and expenses. 374/9, Office of this Paper.

A SALES REPRESENTATIVE, M.P.S., experienced, desires new post; (27); excellent record; own car. 376/15, Office of this Paper.

A N Enterprising Firm manufacturing Perfumes and Toilets can secure the services of one experienced in marketing products for home and export markets; keen worker. Apply, "Energy," 377/9, Office of this Paper.

CHEMIST, Qualified (24), seeks position in wholesale house (not as a Representative). Apply 376/111, Office of this Paper.

E NERGETIC Young Scot, tall, nine years good general retail experience in London and country, requires situation as Representative; car driver; excellent references. 376/14, Office of this Paper.

E ESTABLISHED Representative calling regularly upon Wholesale and Retail Chemists in South Wales could handle one good proprietary line to sell on commission only. 374/10, Office of this Paper.

M AN (38), active and reliable, requires situation; 20 years' thorough experience Chemists' Sundries and Proprietaries Departments. Lawncence, 19 Marsden Street, N.W.5.

P ACKED GOODS DEPARTMENT.—Post as Manager required by woman thoroughly experienced in this department and in the Drug Trade generally; accustomed to control of large staff. 376/22, Office of this Paper.

P HARMICIST'S SON (28), 10 years' retail experience, desires post as Representative; keen Salesman; good appearance, education, and address. 376/18, Office of this Paper.

R EPRESENTATIVE, 10 years' experience in London and South of England, keen, energetic Salesman, good knowledge Perfumery, Toilets and Proprietary goods, desires to represent house of repute. 376/26, Office of this Paper.

T RAINED Executive, with thorough experience of the Drug Trade (Retail, Travelling, Sales Management, Advertising, Production) requires post in Sales of Advertising Department, or as Sales and Advertising Manager in small firm. 376/220, Office of this Paper.

U NQUALIFIED Gentleman (26) seeks position as Representative to good wholesale house; previous experience 10 years in good-class Pharmacy, West End and provinces; excellent Salesman; conscientious worker; available one month. 376/32, Office of this Paper.

YOUNG MAN (24), studied for Ph.C., desires position as representative; would accept small salary until ability proven. P.C.B. 66/10, Office of this Paper.

3000 CHEMISTS' connection in London and South-Western Counties to good house; 400 new accounts in 12 months; salesmanship and propaganda a speciality; car; salary and expenses basis. "Successful," P.C.B., 66/16, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

QUALIFIED, Experienced Pharmacist wishes situation on Continent during August; some knowledge of Continental pharmacy; speaks French and Portuguese. 374/15, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

Q UANTITY Shampoo Powders, Face Powders, Hair Cream (packed), Compacts, Vanity Boxes, Vanity Mirrors, Powder Puffs, Sachets; good saleable lines; would sell by tender. Opal Cream Jars, aluminium screw tops, Face Powder Boxes and other. Two useful Mechanical Display Figures (showcases, glass shelves). No samples; seen by appointment between 2 p.m. and 4 p.m. except Saturday. Phillips, 128 Seymour Place, Marylebone, W.1.

CLEAR OUT—your Old or Damaged Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired - dates); Packet Papers, Cards (any sizes), Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

VACUUM DRYING MACHINES

TO MANUFACTURERS OF FOOD PRODUCTS

Would not your products be improved by being dried in up-to-date vacuum drying machines to a nice crystalline powder?

APPLY BOX 217/752.

MISCELLANEOUS.

A BARGAIN Lot of Showcases, excellent condition, ready for use; two 4 ft. mahogany sliding door wall cases £12 each; 10 ft. mahogany counter with glass cases in front £14; 6 ft. all glass counter with parquet bottom and glass shelf £9 10s.; two Silent Salesmen, 2 ft. 6 in. high by 1 ft. 6 in. by 1 ft. 4 in., each with two glass shelves, 60s. each; many other bargains. Philip Josephs & Sons, Ltd., 90-92 St. John Street, Clerkenwell, London, E.C.1.

A DVERTISER Closing Business desires to dispose of small stock of Toilet Requisites on very favourable terms; perfect condition. For further particulars apply 373/13, Office of this Paper.

B ARGAINS IN RECONDITIONED PHARMACY FITTINGS.—Glass-fronted Counter, £3 15s.; Dispensing Screen, 6 ft., mirror lined, £12 10s.; Drug Fitting, 9 ft., £15; Wall Case, £5; Upright Counter Case, £2; Perfume Case and Desk, £4 5s.; Bent Glass Case, with Sponge Case under, £5; Counter Drawers, £2 15s. Many others to select from. Send us your requirements. RUDDUCK & CO., 219/227 Old Street, London, E.C.1.

C HEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

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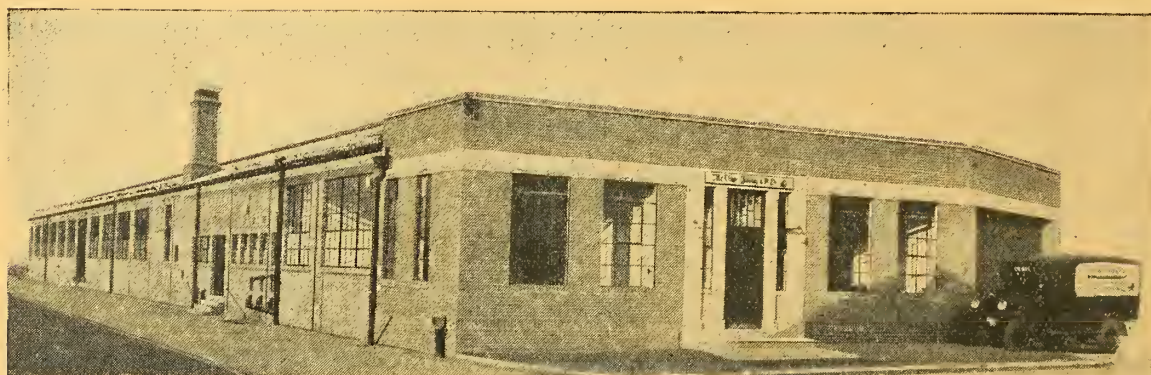
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